The National Future Farmer

Published by the Future Farmers of America

June–July, 1986

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June-July, 1986
Volume 34 Number 5 ISSN 0027-9315

A Word With The Editor

Andrew Markwart

Andrew Markwart has been named associate editor of *The National FUTURE FARMER* and his major assignment will be writing feature articles for the 434,643 FFA members nationwide.

A native of Yale, Michigan, Markwart graduated from Michigan State University in 1985 with a double major in Agricultural Communications and Communication Arts. While in college, he worked in a number of communication positions including jobs with the Michigan Department of Agriculture and the Michigan Farm Bureau. More recently, he worked in the information department of the National FFA Organization and served as editor of the *FFA Times* at the 1985 national FFA Convention.

Markwart has an agricultural background which will serve him well in his new position. He was raised on a dairy and diversified crop farm and also worked with neighboring fresh produce enterprises. In high school, he was a member of the Capac FFA Chapter, serving as a chapter officer and participating in various leadership contests. You will be seeing his byline a lot in future issues.

Wilson Carnes

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The Cover: *Cover Photo by Andrew Markwart*
Howard County, Maryland, Vo-Tech students Melvin Margerun and Melanie Parton check this year's greenhouse inventory with Advisor Joseph Dymek.

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P.O. Box 15160
Alexandria, VA 22309 703-360-3600
The Brassett Company
5150 Wilshire Boulevard
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Lampert & Associates
P.O. Box 325
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The National FUTURE FARMER (ISSN 0027-9315) is published bimonthly by the Future Farmers of America, 5632 Mount Vernon Highway, Alexandria, Virginia 22309-0160.
ADDRESS CHANGES: Send both old and new address to Circulation Department, *The National FUTURE FARMER*, P.O. Box 15160, Alexandria, Virginia 22309-0160. **CORRESPONDENCE:** Address all correspondence to *The National FUTURE FARMER*, P.O. Box 15160, Alexandria, Virginia 22309-0160. Offices located at the National FFA Center, approximately eight miles south of Alexandria, Virginia. **SUBSCRIPTION:** $2.50 per year in U.S. and possessions (FFA members $1.25 paid with dues). Single copy 50¢, five or more 35¢ each. Foreign subscriptions, $2.50 plus $2.00 extra for postage. Copyright 1986 by the Future Farmers of America

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FARM AID Scholarships Announced

Thanks to the efforts of Willie Nelson and FARM AID, ten college freshmen from family farm backgrounds will have their tuition supplemented in 1986 by a $300,000 scholarship endowment made to the FFA.

The endowment will yield an annual grant of approximately $30,000 to be distributed in the form of three-year scholarships of $3,000 each to FFA members who demonstrate financial need. Applicants must be enrolling in a program of agricultural studies, preferably leading to careers in ag production and a possible return to the family farm.

The grants are being made available through the National FFA Foundation, making FARM AID a three-star sponsor. All applications will be reviewed and evaluated by the National FFA's Scholarship Committee along with regular scholarship applications.

Computers In Ag Seminar Open To All

The 1986 National FFA Computers in Agriculture Seminar is open to all FFA members and chapter advisors. The seminar, scheduled for the week of August 10-16 in Washington, D.C., is designed to recognize all state Computers in Agriculture award winners along with the top five national winners.

This year's seminar will feature "hands-on" computer activities with special workshops covering the Ag Ed Network, classroom-computer based activities, robotics and basic electronics, computer generated speech and speech recognition, desktop publishing, computer generated FFA chapter newsletters and agricultural computer applications of tomorrow. Those interested in participating should contact Dwight Horkheimer at the National FFA Center, 5632 Mt. Vernon Memorial Highway, Alexandria, VA, 22309.

Hands Across America Endorsed

The Governing Committee of the National FFA Board of Directors officially endorsed the Hands Across America event that took place May 25. The challenge of Hands Across America, to raise money for the homeless and hungry in America, was extended to state associations and local chapters in a letter from National FFA Advisor Dr. Larry Case. Dr. Case challenged FFA members to join the human chain of linked hands and to promote local fund-raising efforts as part of their community service.

FFA Welcomes Hungarians

Six Hungarian students arrived April 7 in the U.S. on the first half of a new Work Experience Abroad exchange program. This first-ever exchange between the FFA and Hungary was made possible through partial funding from the United States Information Agency (USIA).

Accompanying the Hungarian students was Laszlo Nemeth, deputy director general of International Relations in Hungary's Ministry of Agriculture.

The Hungarians' Washington, D.C., orientation tour took them through the USIA, the Department of Agriculture and the Hungarian Embassy, where they met their agriculture attache, First Secretary of Agricultural Affairs Dr. Imre Takacs.

The students will be working on farms and in greenhouses in Wisconsin, Michigan, Illinois, Massachusetts and Florida for a full year.

Agriscience Program Sponsored

A new Agriscience Emphasis Program has been sponsored by Chesebrough-Ponds, Inc., as a special project of the National FFA Foundation. The program will award outstanding teachers/FFA advisors who emphasize science as a part of their vo-ag program. There will be plaques and cash awards presented on the state, regional and national levels.

Computer Meeting Big Success

A meeting to discuss the future of computer education in vocational agriculture was held in Chicago, Illinois, April 25-26. Representatives from FFA, vo-ag teachers, teacher educators, state supervisors, the computer industry and computer publications joined to offer direction on implementing computer technology in vo-ag classrooms. The Computers in Ag program, ACCESS and the Ag Ed Network were discussed extensively.

Recruitment Package Sponsored

A package to help FFA advisors recruit students has been sponsored by Monsanto Agricultural Chemicals Corporation. The package will include career brochures and the film "Be All You Can Dream," among other materials.

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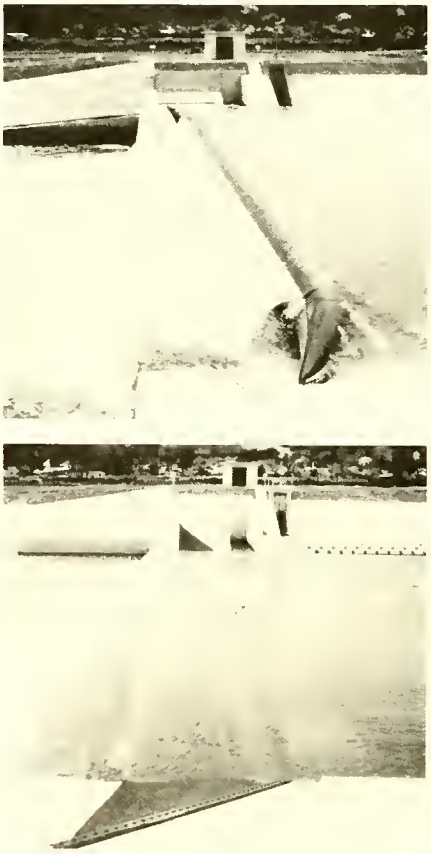
Looking Ahead

Remote Sensing From The Air

Computer-generated color maps of crop fields taken from the air can highlight moisture, chemical and fertilizer problem areas. This can help producers pinpoint treatment, saving them time and money. The Earth Resource Data Corp. (ERDC) of Overland Park, Kansas, offers a service that utilizes sensors mounted in airplanes to detect field problems. "Field-by-field color printout maps generated from video cameras and computers isolate problem areas before they can be detected by visual inspection," says Dale Kuhn, vice president, Marketing at ERDC. "A farmer can use the map and go directly to the trouble spot making adjustments in water, chemicals or fertilizer.

Rubber Dams

There is an alternative to steel gates for water control which offers lower maintenance and less disruption of water flow at a lower cost. It is the rubber dam, first developed in 1956 and now a common sight in several countries, especially Japan. The dams are sealed rubber tubes that inflate to hold back rushing water. When the water level drops back down, you just deflate the dam.



Rapid Farming

Is faster better? It is, according to the *Rapid Farming System Booklet* recently published by Case IH. The booklet describes how producers can effectively increase productivity levels by operating tractors at 5-to 7-mph travel speeds. The key is to match high-horsepowered tractors with the correct equipment and travel speed. Copies of the booklet may be obtained by contacting: Public Relations, Case IH 700 State St., Racine, WI 53404.

Get Your Ears Lowered

It's time to get our ears lowered; not by haircuts, but by breeding corn varieties that grow ears closer to the ground. The reason, according to Dick Renk of the Renk Seed Company, is that today's tall corn hybrids, with their high ear heights, are prone to wind damage, making them hard to harvest. Those tall ears have a high center of gravity and don't tolerate wind as well as ears which are closer to the ground. Corn breeders have had some success in lowering the ear and maintaining a tall plant by crossing a tall hybrid — which has dominance in the trait for plant height—with a shorter hybrid that has a lower ear height.

Yellowjacket Traps

Keeping yellowjackets and their threatening stingers from swarming around backyard picnic tables may someday be easier to do. U.S. Department of Agriculture entomologist Jefferey R. Aldrich has developed a chemically baited trap to catch them. The traps lure the most menacing types of yellowjackets by using a blend of artificial, nontoxic chemicals similar to a natural insect pheromone, or attractant. The traps, hung at shoulder height, work best in the spring, late summer and fall.

Grocery Getters

A new service in the San Francisco area called "Grocery Getters" is reviving an old practice for new reasons. The service purchases and delivers groceries from any store in any given market area to people who are too busy to shop themselves. The service, which greatly appeals to such consumer segments as affluent professionals, retirees, working women and new mothers, charges $10 for buying and delivering orders up to $50, $15 for up to $100 and $20 for orders over $100.

Seedicide Acres?

A chemical that kills dormant weed seeds in the soil could reduce the need for other herbicides, according to U.S. Department of Agriculture scientists. Farm fields and gardens harbor tens of millions of weed seeds an acre in the top six inches of soil. About 5 to 10 percent of the seeds emerge each year, with some remaining dormant for 100 years. Applied in the soil, the chemical, methyl isothiocyanate (MIT) could act as a "seedicide" by killing dormant seeds. MIT degrades rapidly in the soil, usually within a few days, and ultimately turns into nontoxic compounds.

If You Mow Lawns...

Mowing safety should concern the more than 100 million people who spend nearly a billion hours a year cutting about 30 million acres of grass with their more than 50 million mowers. How many safe mowing practices can you spot in this "good example" photo? Here are some hints: Dress right. Clear debris. Keep mower in shape. Avoid crowds. Go forward. For more information on mowing safety, send for a free booklet titled *Safety Know-How* by writing to John Deere, Dept. 574, 1400 3rd Avenue, Moline, Illinois, 61265.

A Fishy Future

Aquaculture, the cultivation of water products such as fish and shellfish, appears to have a bright future, said an official with the Department of Wildlife and Fisheries Sciences at Texas A&M University at a recent fish farming conference. Per capita fish consumption, for example, is expected to increase from the current 33 pounds to about 47 pounds by the year 2000 and to about 55 pounds by 2010. U.S. aquaculture production should take a quantum leap of some 400 percent, with crawfish and catfish leading the way. Red drum, or redfish, also appears to have a lot of potential as a farm-produced fish.

The Mailbag

Japanese Impression

I enjoyed the article in the April-May issue about the trip the national officers took to Japan ("Japan, in a Word," page 28).

This last July I spent 30 days in Japan as an exchange student and I was impressed with the same things. You did a very good job to sum up the impressions and feelings that Japan gives you.

Kent Glover
Cisne, Illinois

Setting the Record Straight

In the February-March issue an item in "FFA in Action" dealt with the Jackson Heights FFA BOAC tour.

I'll commend Jackson Heights on a job well done but I wish they had worded their item slightly differently. Jackson Heights is a separate school district from Holton. Holton High School has its own FFA chapter.

J. L. Williams
Mayetta, Kansas

Real Life Farmer

I'm a Greenhand who has just gone through losing our farm last year. I started vocational agriculture because I enjoy farming and know I will need money and good management skills to ever become a farmer.

I see articles about related fields and good sides of agriculture, but what about the farmers going out of business? I would like to see some articles about the real life farmer and what's happening to family farms.

Erica Ewers
Quincy, Michigan

Local Coverage?

I am a third-year FFA member and currently chapter reporter of the Enumclaw FFA Chapter. I've found the magazine quite interesting with well written articles in it. Most of your articles come from the central states. How about something from our neck of the woods?

Mike Krainick
Enumclaw, Washington

We try to cover the whole country, but our staff is not able to travel everywhere during the year. We have to rely on reporters and members to send us the news of their chapters.—Ed.

Hurray for FFA!

I just received my first issue of *The National FUTURE FARMER* and I am very impressed. This is my first year in FFA and I've had problems with my project. If it wasn't for the magazine and my ag teachers, I would have given up!

FFA is the best thing that ever happened to me.

Megan Dockery
Dillsburg, Pennsylvania

I'd like to say how much I enjoy reading the magazine. With all the troubles in farming, it's nice to know the young farmers coming up have something to read and learn about farming. You are doing a great job!

DeAnna Hermreck
Thief River Falls, Minnesota

Praises

For the last three years, I have been a member of the Lueders-Avoca FFA Chapter in Texas. I have received our fine magazine regularly and enjoyed every article because it gives to FFA and its meaning a new quality. It brings to life not only the specialized fields in vocational agriculture, but also the human side of the organization. It makes me feel proud to be a member.

James Holder
Leesville, Louisiana

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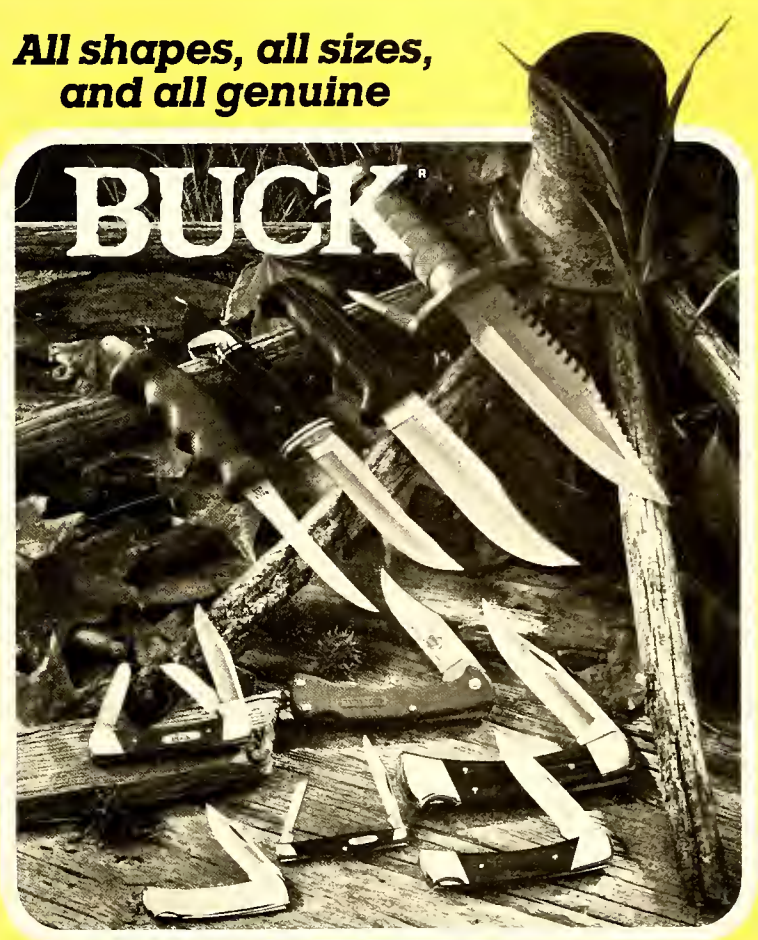

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The Vision of Mike Jackson

With hard work and leadership, this former National FFA Officer turned a dream into his own marketing and training agribusiness firm

By Michael Wilson

To Mike Jackson, owning and managing his own company was just a spark of an idea six years ago.

With hard work and determination, Jackson, a past national officer, set out to make the dream become reality. Today, his business is thriving and the challenge of managing his agricultural firm is something he works at on a daily basis.

Jackson is founder, owner and president of Agri Business Group, Inc., a five-year-old, million-dollar sales training and marketing firm in Indianapolis, Indiana.

Jackson served as a national officer in 1975-76, when he began developing agribusiness contacts that would serve him well later on. It wasn't until he entered law school, after his 1979 graduation from Purdue University in Ag Economics, that his vision began taking shape.

"The company evolved from consulting projects I was doing in tandem with various professors at Purdue," he says. "Contact with several agribusiness companies, associations and FFA chapters during my tenure as an officer also helped.

"Frankly, it just started bubbling up quickly," says Jackson, who grew up on a farm near Tipton, Indiana. "I began traveling a fair bit to see clients. It became apparent very quickly that this could become something more than part time."

It did. In fact, Jackson's company became a full-fledged business in January, 1980. There have been long hours and other challenges along the way, particularly since Jackson had little business experience compared to most people who venture out on their own.

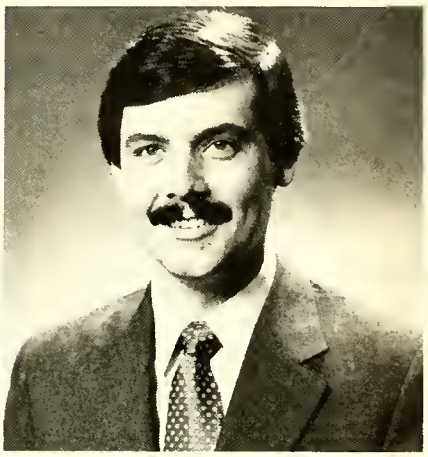
And unlike many success stories, Jackson's career goals had always been open-ended.

"There's a great myth out here that people have to have a life-long plan in order to be a success in life," he says. "I had no master plan to start a business, particularly when I was going through high school and college. But I did have many different opportunities and I cultivated those opportunities so that I had a chance to explore any of them when they surfaced.

"That's what goal-setting is all about," he adds. "Set out in any direction and be prepared for the opportunities that you may have at any one time. When the opportunity first surfaced to start a business, that is when I said, 'Okay, we're going to make this into something.'"

Jackson's business operates on those same flexible goal-setting principles. "In sales training, we're trying to help clients understand that ultimately, the marketplace is king and that when it changes, we must respond," he explains. "We can't artificially be locked into a direction which runs counter to the opportunities of the moment."

Agri Business Group's forte is developing training programs, consulting with clients about business goals and the skills their people need to accomplish them. For example, ABG might help people



Mike Jackson

manage a machinery dealership, help sales people develop a market plan, or help a manager supervise employees more effectively. Another part of Jackson's business is market research and strategy.

ABG is also involved in business analysis. At a client's request, Jackson's trained professionals will look deeply into financial, marketing and personnel angles of a business and help develop a better operating plan. "We bring an outside, critically-objective look at their business," says Jackson.

Marketing communications is another element of Jackson's company. Agri Business Group, in cooperation with Spectrum Communications, Kansas City, Missouri, generates public relations, newsletters, news releases and other sales promotion activities for clients.

An agricultural speakers network rounds out the operation. Agri Business Group lines up professional, motivational or specialized speakers for meetings and seminars for clients.

Class Entrepreneur

Jackson is a classic example of the successful, independent entrepreneur. But long hours and tough decisions have opened his eyes to the *real* world of setting up one's own company.

"A lot of people think they want to be in business for themselves," he says. "But my experience has shown that most of those people are ill-informed about what it's really like."

Jackson says operating an agribusines firm is a lot like farming, without the seasonal aspect. "You do need the same good characteristics of a farmer," he says. "You need total commitment to what you're doing. You need to work hard and work smart. And you must be able to recognize that you still have other people involved. You're ultimately accountable to your customers and clients. Every decision you make carries a trade-off.

"The skill of decision-making is critical, because you can't do everything," he stresses. "You must make choices."

Rewards

But being an entrepreneur is not without financial, professional and spiritual rewards. "There is a tremendous, gut-wrenching sense of self-satisfaction, of knowing you've perhaps beaten some odds," says Jackson, "and knowing you've probably done something that many people haven't done before."

Being in business for yourself means that every person who works in the business knows that what they do has a direct impact on the success of the company. "If it is successful, it is successful because of you," he says.

Another good feeling comes from building and growing. "There's something very special about taking a piece of clay and making it into something that was only a vision before," says Jackson.

FFA Plays A Role

Keeping so many irons in the fire demands dedicated, highly-motivated staff members. Not surprisingly, several employees have had FFA experience. It's no secret an FFA background counts highly in Jackson's book when it comes to working at his company.

"I learned so many things from FFA," he says. "Public speaking, decision-making, group leadership, time management, for example. I learned how to do a lot of different things at one time, something that happens here on a daily basis. And, the basic background in understanding agriculture is critical."

FFA played a significant role in the development of Jackson's business. And he expects that role to continue in the future. "Were it not for the experiences I had through the FFA specifically, I don't think I would have had the vision, the confidence, or frankly, the skills, to make a go of this thing," he concludes. •••

"There's sure a lot more to running a farm these days. I hope my son is going to be up to it."

"My boy's in the farm management program at BJU. From what I've seen so far, I'm sure he'll do just fine."

It's a fact. Graduates of the Bob Jones University School of Applied Studies are working as farmers. And as automotive service mechanics. And in a whole host of great career jobs, such as carpentry, cosmetology, aircraft mechanics,and building and equipment maintenance managers.

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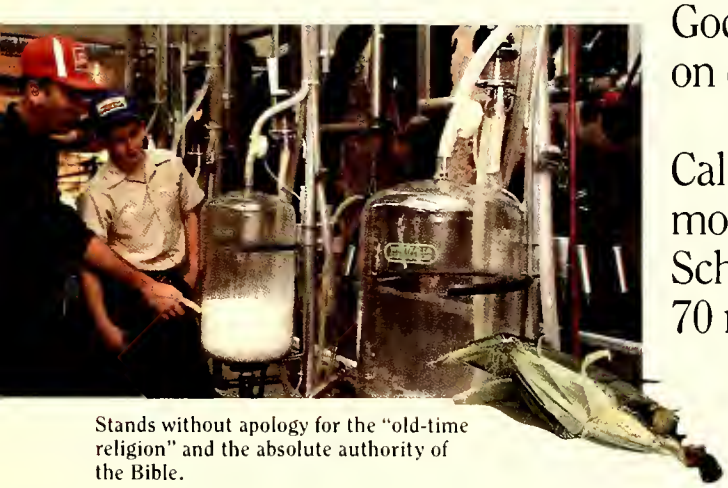

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Scott Cochran, Star Agribusinessman of America, monitors the schematic routing board for Whitworth Feed Mills. The board indicates the location of feed ingredients that are moving through the computer-automated batching system.

Agriculture—Is it a Risky Business?

By Andrew Markwart

MANY FFA members are asking the question, "Is agribusiness a smart field to go into today? Is this a dead-end industry?" Those who are considering a career in agribusiness already are wondering what they can do to get an edge on the competition.

FFA's top business members, the Star Agribusinessmen, were asked to share their insights of the current situation and their forecasts for the future of agribusiness along with education and industry authorities.

Tim Price, central region Star Agribusinessman, overhauls a powershift transmission.

To best understand what our experts have to offer, it is important to have a clear definition of agribusiness which is no easy task. Defining agribusiness is like riding a horse across a Texas cattle ranch; it's hard to tell where it starts and where it stops and there's plenty of room to get lost in between.

Many would include the whole agricultural industry, including farm production and ranching in their definition. This is correct, since farming and ranching are certainly businesses, but for purposes of a finer focus, this article will concentrate on the *business firms surrounding agricultural production.*

The Climate

Drastic changes in the midwest farm economy have impacted greatly on the businesses there. Those that have survived the wave of bankruptcies and foreclosures common to states like Iowa and Oklahoma, have had to "tighten their belts" to the point where remaining in business is the measure of success.

Later this year, Western Region Star Agribusinessman Paul Burrell is returning to his family's John Deere dealership in

Fairview, Oklahoma, after graduation from Oklahoma State University with a bachelor of science degree in agricultural economics. Paul has no illusions as to what the near future holds. "In the 1970's farmers would be waiting in line at your door to buy new tractors," says Paul. "Now you're going to have to go ask them to buy it; and the competition is going to be a lot tougher."

It is the farm bankruptcies that are taking the toll on new implement dealers. When the farmer declares bankruptcy, his machinery is sold at auction and the implement dealer usually receives only a portion of what was owed to him. What is a bargain to the buyer is a beating to the dealer. Also, with all of the good quality, used machinery being purchased, new equipment sales have fallen off.

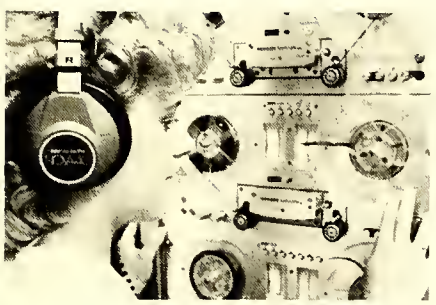
Knowing the tough situation that exists, why would anyone want to return to it? "I was brought up in the business and I know every aspect of it," says Paul. "I feel like I know it good enough that I can run it efficiently right now. One might say there may be more disadvantages than rewards, but I feel confident that the fat years will return. It's just a challenge right now to run it in these bad times and to survive."

On The Other Hand

There are areas in the country that have not been hit nearly as hard by the economy and business is growing.

Whitworth Feed Mills, in Lavonia, Georgia, is where Star Agribusinessman of America Scott Cochran is finding a growth period. Scott is the mill manager and is responsible for 12 employees. That is quite a bit of responsibility for anyone, especially for a guy who is only 21 years old. Whitworth Mills is about to construct an $800,000 fully-automated addition to their plant, and it will be Scott's responsibility to run it.

Valerie Parks, eastern region Star Agribusinessman.



The reason for the feed mill's prosperity is its escalated business with the chicken industry. The chicken industry is prospering because Americans are changing their diets and eating more fish and poultry trying stay healthier and lose weight. (It's ironic that Scott boasts of Georgia poultry being able to gain *more* weight on *less* feed.) It should be noted, however, that this does not mean that all of Georgia and the South may be experiencing growing economies. There are large chicken producers near Scott's business that makes his area grow.

Valerie Parks, eastern region Star Agribusinessman, has a job waiting for her when she graduates from Ohio State University this year. She will use her degree in agricultural communications as an account executive in radio and advertising sales at the Agri-Broadcasting Network in Columbus, Ohio. The job didn't exactly fall into her lap. She has worked as an intern, part-time employee, sound board technician, and early morning air personality for ABN.

She is a strong believer in the internship system. "Internships are outstanding," Valerie says. "They give you an opportunity to make sure that's what you want to do, and if it is, you can continue getting internships in those areas."

Internships are actually part-time jobs that offer valuable experience in your career area while you attend school. Tim Price, central region Star Agribusinessman, has found that an experience-filled, part-time job can be an education in itself.

Experience Of A Lifetime

When you make your living as a mechanic, hands-on, practical experience is a must. Tim started working in his father's implement dealership in Bloomington, Wisconsin, in the eighth grade and "every year the responsibility got to be more until I got to the point where I could deal with just about anything," says Tim.

Tim has also assumed some sales and management duties since he started working full time in a partnership with his father and brother after high school graduation. Their operating philosophy is to become flexible managers by familiarizing themselves with all areas of sales and service. "If a customer calls the parts department with a service-oriented problem, then we don't have to call somebody out of the shop," says Tim. "We can usually help them out rather than take somebody off of a job."

Common Insights

These Star Agribusinessmen all face different challanges as they pursue their respective careers, but they all share a very common point-of-view about the future of agribusiness and what skills it takes to make it.

Every one of them believes that agriculture will turn around economically and prosper once again, but the road will not be easy. Tim looks for stability in his area somewhere in the fall of 1987, after the new government support programs have had their effect on the marketplace. He believes the "strong will survive." The others are just as hopeful, but not as specific.

They also agree that a strong, diverse education is imperative if you are to succeed in business and that it's too late to wait until college to get serious.

Roger Bruene, placement officer for the College of Agriculture at Iowa State University, couldn't agree with the Star Agribusinessmen more. "The producers are becoming more sophisticated in their business operations," says Bruene.

Good customer relations is important to Paul Burrell, western region Star Agribusinessman.

"Anyone who comes in contact with them in any way, the people that are working with them with the inputs and product buyers, are going to have to have the equal kind of sophistication in terms of their own education."

The Right Skills

Computer skills will have to be incorporated in that education, according to Bruene. "I think it's going to be an assumption that everyone is going to be expected to have computer skills under their belt, and they may get that in high school or elementary or junior high," he says. "They don't need to be a programmer as long as they're just comfortable working with a computer."

Scott Cochran echos the point. "When we were on the FFA business and industry tour (this past January), everything everywhere was computerized. Every office we went into, there was a CRT (terminal) sitting on everybody's desk. That is something that's got to be taught," says Scott.

Each of the Star Agribusinessmen is using computer technology in their occupation in various ways. Scott Cochran's feed mill has been fully automated since 1980. Paul Burrell uses two computers in the John Deere dealership; one for inventory control and the other orders parts automatically from Deere's main warehouse. Tim Price is looking ahead to the same type of system at his dealership. On-the-air program material is fed precisely to the second in Valerie Parks' radio studio. Computer interaction has become part of agribusiness.

The Star Agribusinessmen agree that college is becoming more important because of the complexity of the business, but there are good opportunities without the degree and the learning process should never stop. Bruene confirms this

(Continued on Page 21)

Agriculture's Silver Lining

Cheaper land and rent prices coupled with lower machinery and crop production costs may be the silver lining some young farmers need to get started

THANKS to the farm and national media, tales of the farm crisis and its broken dreams have reached the eyes and ears of practically every household in America.

Indeed, for many established farmers, current farm problems do paint a stormy picture for future days. But if you're considering the prospect of a future on the farm, take a closer look at what's happening before you give up on your dream.

"The farm crisis is at the bottom now," says former Secretary of Agriculture John Block. "Inflation is down, production costs are down, interest rates are down. Honestly, I don't know a better time to pursue agriculture. It's much better to start now and ride it up, than to start when agriculture was at its peak, and go backwards."

The fact is, the same dark trends that make up the "farm crisis" may also be a light at the end of the tunnel for some new and potential young farmers. Cheaper land and rent prices, and lower machinery and crop production costs may be the silver lining some young farmers need to get started.

"Most of us would rather not say it, but the fact is, one person's misfortune is another person's opportunity," says one 28-year-old midwestern farmer. Heavy farm foreclosures have brought a lot of farmland onto the market, helping hold down depressed prices. In addition, foreclosures have brought a flood of good, used machinery to auction at sales. Some implements sell at a third of normal cost.

Last year, farmland values dropped 12 percent nationwide. Although declines have slowed some, many farm states in the midwest, where most FFA members live, have experienced price declines of 50 percent or more.

Loyd Busdeiker, 25, of Warrenton, Missouri, is a former FFA member who received his American Farmer four years ago. He grew up on a grain and livestock family farm, where he now carves his future.

"There are fewer full-time farmers around here now," he admits. "A lot of people saw what was happening in agriculture. When it became obvious that it was easier to get a job in town instead of work on the farms like their dads did, they left.

"In some respects, that's been good for us. We're renting some of those farms now," he says. "In fact, we could probably rent as many acres as we wanted to around here."

Loyd and his father now farm 1,200 acres. They rent eight farms, (including family farms) many of which have been rented since Loyd began farming in 1979.

"Most of those people wanted us to run their farms, because they knew we would do a good job," says Loyd.

Cheaper Rent

In most areas of the country, lower land values mean lower farm rental costs, explains Tim Wenzel, senior lending officer at the First State Bank of Waseca, Minnesota. "Lower farm real estate prices help bring down rent, making the farm easier to cash flow," he says. "Cheaper rents are helping some younger farmers in this area get into the business part-time."

For example, Wenzel says two of his farmer customers rented farmland for $80 per acre this year, compared to $135 per acre last year. On a 250-acre farm, that adds up to a savings of $13,500.

In Iowa, rents have declined 26 percent since 1982, spurred downward by farmland value declines of 40 to 50 percent.

"Cheaper land is definitely an advantage to young farmers," Wenzel says. "I believe farmers don't need to own every acre of land that they farm."

Declining net farm income has also put downward pressure on rent costs. Most landowners recognize that rents must be reduced so good farmers can

remain on farms and support their communities.

Many absentee landlords have a desire to help young people get started as farm operators. Those who own farmland know that they are best off having a long-term relationship with a tenant. The owner finds it financially rewarding and it can also save him a lot of time by not constantly hunting for tenants.

But a good relationship like that does not appear out of the blue. It usually results from mutual efforts on the part of both landowners and tenants. You can utilize your record keeping skills, management experience and FFA leadership abilities to prove you can handle the responsibility.

"People know how you farm," says Loyd, who now works and manages all of the non-family farms the Busdeikers rent. "If they like what you're doing, they'll let you keep renting until you want to change."

Risk

You've got to be willing to take risks if you hope to succeed in farming these days, says Dr. Hiram Drache, author, agricultural historian and professor of economic history, Fargo, North Dakota.

"Some of the biggest fortunes made in American agriculture were made by people who had courage when no one else did," he says.

Dr. Drache has done extensive consulting work in helping farm couples make decisions and manage farm businesses. He says young farmers should try to hold down costs if possible. For example, if you're hunting for good machinery, you can probably find the best deal at farm auctions.

"There are some golden opportunities here," he says, "but one of these days this glory road is going to come to an end, because we'll be out of used machinery.

URISH: "I realize that going back to the farm may mean a few more sacrifices that I wouldn't have to make in an office job. But hopefully that'll pay off in a few years."

"Buy the bare minimum," he advises. "I know a young man who rented a large acreage in Montana last year. The only equipment he had was a pickup. He was able to find all kinds of people in the area who had extra equipment and extra time who were eager to do the job. He ran that spread with a pickup, a credit card and a telephone," he says.

There may also be good opportunities in part-time livestock farming, says Draehe. "Work off the farm if you have to, to get established," he says. "Ideally, you may be able to get started with someone else as a herdsman."

Financial Challenges

Young farmers still face challenges securing loans to buy, rent or operate farms. Several state-funded programs are now available to assist them in handling debt and becoming established in farming. Many of these debt-relief programs allow young farmers to pay lower interest rates on loans for qualified individuals. Lower overall interest rates may help even more.

But some lenders have become extremely wary of making farm loans to *any* farmer, if the lender is unsure the farmer will be able to pay on that loan.

Farms like this one may hold opportunity for young farmers.

Loan officer Wenzel says, "Banks, PCAs (Production Credit Associations) and other sources are becoming more limited on what they can loan, because it's harder now to collect on loans if anyone goes into default. That hurts young farmers."

As a result, fewer young farmers are able to take the risk of jumping into farming, because most farm lending sources aren't able to offer the opportunity.

You can make the best of your chances by becoming skillful at basic record keeping skills, such as cash-flow projections, inventories, efficiency factors and costs of production. "The financial institutions aren't saying no to everybody," Dr. Drache says. "They realize that there's got to be a new generation that will come in and take over.

"Business management has got to be part of the new phase of agriculture. You've got to learn to make some basic investments in time, to keep good records and understand where you're going. Be willing to make certain short-term sacrifices to be able to get to your goals," he advises.

Good Future

"We still got a good future in agriculture," concludes Draehe. "Agriculture's not going to die. We've got a lot of good young people out here who are weathering this thing."

And Tim Urish, former FFA member and State Farmer, is one of them. Tim returned to his family's hog farm in Easton, Illinois, last month, after finishing agriculture economics studies at the University of Illinois.

Throughout the last four years while Urish has studied, he's seen the farm economy go from bad, to worse, to down-right depressing. Still, Urish has returned to the farm full of hope, determined to establish himself as a full-time farmer.

"We've come through some tough years, with decreasing land values, and it's really made it tough on communities like my hometown," says the 21-year-old. "Even so, I consider it a pretty opportune time to get in."

Tim's plan is to gradually move into partnership with his 47-year-old father. Eventually, he plans to buy the family hog farm.

"I realize that going back to the farm may mean a few more sacrifices that I wouldn't have to make in an office job," he says. "But hopefully that'll pay off for me in a few years."

Tim says he'll start out by following Draehe's advice, staying away from big debt and investing in used machinery, if necessary. "Buying used machinery won't be the greatest, but that's one of the sacrifices needed to be successful," says Tim.

Educated and ambitious, Tim has all the tools needed to be successful. But his optimism may be the real key to future achievements.

"One reason agriculture hasn't turned around is all the negative attitudes," he says. "Things aren't going to turn around until we change those attitudes. I just hope that there are more people out there with positive attitudes who are *enthusiastic* about the future of farming.

"That just might inspire some of these struggling farmers." •••

Loyd Busdeiker, Warrenton, Missouri, young farmer, sees good opportunities in farming. Some economic difficulties actually work in favor of young farmers like Busdeiker.

Relaxing in front of the Kenyan landscape are, left to right, Rick Kimble; Subhash Sonigra; Oscar Taylor; Harvey Menn; Jack Keller; Cara Doyle; KYFC National Secretary Joseph Mbugua and Mike Novak.

Safari—FFA Style

When you leave for the continent of Africa, give mom and dad a hug and kiss all the comforts of home goodbye.

By Rick Kimble

SIX FFA members from five states ventured to Kenya last August to take part in the first-ever student exchange between the Young Farmers Clubs of Kenya (YFC), the United States Information Agency (USIA), and the Future Farmers of America. The program, initiated by the YFC in Kenya and the American Embassy in Nairobi, was developed so young Americans and Kenyans could exchange cultural and agricultural ideas.

Not Too Hot, Not Too Cold

Few countries in the world share the equator and Kenya is one of only six countries in Africa that can boast of having it run through its borders. This unique location means mild temperatures, seldom dropping below 50 degrees Fahrenheit (except in the mountains), and rarely above 90 degrees F, except in the desert.

Unlike Ethiopia and Sudan which have experienced severe droughts for five straight years, Kenya suffers a growth-stopping drought once every five to seven years. Kenyan farmers consider drought a fact of life rather than a reason to give up. As one farmer explained, "You can almost count on a severe drought every five years here, so most farmers have learned to take advantage of high yielding years in order to survive the dry ones."

Because of Kenya's varied altitudes, the farmers are able to produce most crops grown in the United States while enjoying large scale exports of coffee, tea, pineapple, coconuts, citrus and sisal, a fiber extracted from the agave plant.

Wool dying in Nakuru.

What to Expect

The impression that Kenya is one big garden of paradise would be misleading. Only 40 percent of the land is usable for agriculture and half of that is used for crops and the rest for livestock grazing. The remaining 60 percent consists mostly of hot, dry areas which are sparsely populated. About 15,000 square miles of Kenyan soil is set aside for National Parks to preserve the animals that draw thousands of tourists every year.

Problems also exist on the farms. Because of serious unemployment, farm labor is cheap and readily available in Kenya. Many workers receive only $50 a month or less, and with these wages, there is little incentive to mechanize for increased productivity. To offset these low wages, every farmer is required by law to provide housing, education, and health facilities for each worker and their families. One farm had only 50 employees on the payroll, but had an estimated 1,200 people living on the farm's 1,000 acres.

Since Kenya's independence from England in 1962, many of the larger farms have been

Where in the World You Can Go

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Colombia	United	Thailand
West	Kingdom	Around-
Germany		The-World

Work Experience Abroad, FFA's international exchange program, offers every FFA member a chance to explore new places and see how the rest of the world lives.

Qualifying for WEA is simple. You need to be an FFA member and be between 17 and 24 years old. A sense for adventure is an unwritten qualification, as well as an appetite for learning new things.

Program starting dates vary throughout the year. A WEA participant can choose between 3-, 6-, and 12-month programs, depending on the country in which they will be staying. Many of the exchange programs are very inexpensive because of government grants.

For more information concerning international travel, contact the International Department at (703) 360-3600 or write to them at the National FFA Center, P.O. Box 15160, Alexandria, Virginia 22309.

Dr. Jim Clouse of Virginia Polytechnical Institute, and advisor for the WEA group, bargains with a local native for hand-made ornaments.

divided into five-acre plots or smaller. This not only decreased productivity, but resulted in the smaller farmers having more livestock than their land could support. Their only option was resorting to roadside grazing. Besides causing erosion, these animals are usually tick-infested, which carries over to the legitimate herds in the fenced pastures. Instead of spraying or dipping once a month, farmers are now having to treat twice a week to combat the ticks.

Although electricity is rapidly changing the rural areas, some farmers who opted to modernize with automated milking parlors are finding the voltage is not strong enough to run all the machines at once. Consequently, much hand milking is still incorporated into the daily routine.

Changing Times

Like most African nations, the tribal system still exists in Kenya. More than 40 different tribes and ethnic groups can be found today, but instead of grass skirts and bone earrings, Kenya's tribes are difficult to distinguish from one another since most now wear western-style dress. While a few tribes still live as they have for centuries, most traditional dances and ceremonies are reserved for special occasions.

Through six grants provided by the USIA, FFA's Work Experience Abroad program is offering a six-week program in Kenya starting July 15 and ending August 30. The new Kenyan exchange will be an annual program, so there will be opportunities to enroll for years to come. •••

A young native performs the ceremonial trumpet blowing in Mombasa village (above), while a curious giraffe (left) glances back at the photographer to show its best side.

Brand 'Em For Safety Program: FFA Life Savers

FFA members have always been quick to offer help in their community. Over the years FFA and vo-ag have spread the word about new crops, chemicals and practices in the communities where they are located.

But the new Brand 'em to Save a Life campaign has involved FFA in the serious effort to save lives.

In Ysleta, Texas, near El Paso, the FFA chapter members have formed "branding crews" and already "branded" over 500 older and new model tractors in their community. All of this is part of their early adoption of the new Brand'em For Safety campaign announced by national FFA.

When the FFA demonstrated tractor safety to the first and second graders in Newman Grove, Nebraska, Brian Fehringer hoisted his little brother Chad up with a ladder and showed him the tractor safety decal.

Navistar International (formerly International Harvester) and Case International have joined with the FFA to print 2.5 million decals which members will put on tractors—a large red heart with the message—"Please Be Careful. We Love You.—Your Family."

Response to the brand'em campaign has been strong since basic project kits were sent to all FFA chapters like Ysleta in mid-February. Reorders of decals and brochures have been strong and steady by chapters needing quantities beyond the initial supply packs.

The sound-slide show has also been widely distributed and is being shown by FFA chapters and by other groups such as state Farm Bureaus, insurance associations, extension services and others.

Local press have also been interested in this safety project according to Ysleta Advisor Steve Forsythe. Local radio and television stations have covered it as well as the local newspaper.

When the national FFA organization came out with the Brand'em for Safety campaign, the Jackson Heights, Kansas, FFA Chapter at Holton voted to have a contest between vo-ag classes to see which class could put the most safety stickers on tractors.

Each FFA member was responsible to brand at least seven tractors or PTO-driven implements and turn in a list with names of farmers that were effected to the chapter safety chairman.

In a six-day period chapter members branded 540 farm implements and passed out safety brochures to local farmers. The senior class found the most equipment in the shortest time and were awarded a pizza party at the local Pizza Hut. By getting all FFA members involved in the competition, the Jackson Heights Chapter provided a life saving service to area farmers.

The chapter did not stop with the tractor branding however. The juniors in FFA gathered safety material on tractor, combine, PTO and fire safety and then developed 15 radio spots for the KNZA radio station at Hiawatha, Kansas. They took a tour of the radio station and taped the farm safety radio spots at the station. The public service announcements will be aired over 100 times in the next three months and will be a constant reminder to local farmers to exercise care when operating the farm machinery.

The Newman Grove, Nebraska, Chapter combined a celebration of National Agriculture Day with a tractor parade and a tractor safety demonstration. Members displayed their tractors and showed elementary school children how to be safe around farm equipment. The purpose of the activity was to promote farm safety and the importance of American agriculture.

Prior to the tractor parade, all first and second grade school children were shown how far to stay away from a tractor, parts that should not be touched, and how to shut off a tractor engine in an emergency. Brian Fehringer and his first-grade brother Chad "branded" their tractor with a safety reminder decal. This was the chapter's kickoff for the "Brand-'em to Save a Life" tractor safety program.

Reports of successful "branding" activities and involvement of the community are proof that FFA can make an impact nationwide on safety awareness. In fact, other reports from chapters would be welcome.

As a reminder, chapters should hold on to their idea packets since the Brand'em To Save A Life program will be continued for the second year but the packet will not be mailed a second time. However, plenty of decals and handout brochures will be available on request as before. •••

Local El Paso, Texas, tractor dealer Mr. Mac Morris, left, let the Ysleta Chapter officers "brand a big one" on his Ford tractor lot.

A precise mixture of talent and enthusiasm have made Coby Shorter, III . . .

A Fine-Tuned Leader

By Lawinna McGary

You may know him as "that jazzy National FFA Convention organist," or possibly as a past Texas state FFA president, but most likely as the national FFA secretary. Although all three titles are appropriate, none of them tells the whole story of multi-talented Coby Shorter, III.

"When you grow up as a preacher's kid you've got to learn to do it all," says Coby. Through his involvement in the church, Coby applied his "jack of all trades" philosophy by playing the piano, organ, saxaphone and singing.

Although music was his first interest, and even though he wasn't raised on a farm, vocational agriculture and FFA activities didn't play second fiddle for long.

As a freshman FFA member, Coby rented 50 acres of pasture from his parents. There, just outside his home town of Eagle Lake, Texas, he raised a small herd of Simmental beef cattle. "My parents and I felt it was important to strengthen my agricultural background and to develop leadership skills that are associated with the FFA program. Since my grandparents on both sides of the family had farmed full-time, we wanted to keep that agricultural heritage in the family."

Coby fine tuned his leadership skills while serving as a local, district, area and state FFA president; state 4-H officer; and student body president. At the same time, Coby became a noted FFA convention organist on area, state and national levels in addition to playing in his high school band.

Music was Coby's original motivation to be involved with the national FFA convention. "As a freshman in high school, I was inspired by all of the people that were (at the convention), but I had no idea that I would be able to one day get on that stage. I saw a young man playing the organ, and right there I set my goal to do the same."

Getting The Word Out

After five years of benefiting from vo-ag and FFA activities, Coby felt it was his turn to give. "As a national officer, hopefully I can influence someone's life in a positive manner. I want to show people how to feel good about themselves, and be the type of leader who can walk with people to help students see the avenues of participation that they can be involved in."

Coby also feels an obligation to inform those who are not FFA members about the organization. "We have to keep the blue and gold out in front of the public. I'm a little concerned about our image – everyone doesn't understand what the FFA is all about. Many people only see horses and cows, chickens and plows. Maybe we've been singing to the choir. Everybody in vocational agriculture already knows about the programs but does the general public know there are over 200 careers in agriculture? Many of the vo-ag problems have developed because the people that make the decisions to keep or cut our programs don't know the benefits of vocational agriculture and FFA. I want to change that."

Coby speaks the language of friendship fluently and everyone seems to understand.

Open For Business

Despite the challenges facing vocational agriculture and the agricultural economy in general, Coby is optimistic. "FFA today is charting a new direction," says Coby. "We're open to new ideas in agriculture, technology, and scientific development. We're promoting agriculture as a business and we're developing business leaders."

Coby believes in the future of agriculture. He says,"The best time to get involved in something is when everybody else thinks it's the worst time." Coby is practicing what he preaches.

After his national officer term, Coby plans to continue majoring in agricultural education at Texas A&M University. After graduating, he hopes to attend law school, specializing in agricultural law while still running a cattle operation.

Coby's career goals have been reinforced by his national officer experience. "I have gained a broader understanding of myself, America, and agriculture and how they work together. There is nothing more respectable to be involved in. I always want to be involved in that production process," says Shorter.

For now, Coby already has an agriculturally related job. "Being a national officer is a very challenging, full-time occupation," says Coby, "but actually being out there—one-on-one with many of those 434,000 FFA members means so much to me. I look forward each day to meeting new people and making new friends." •••

Agricultural Biotechnology, Genetic Engineering . . . it's all part of the new

High-Tech Down On The Farm

FFA members attending the Iowa State convention this past spring, went on a tour of Pioneer Hi-Bred research facilities to better understand the rapidly changing area of biotechnology.
Photo by Author

By Bill Kelsey

Part I

In case you haven't noticed, the second "Green Revolution" has already started. Ten years of intensive research by corporate and university scientists alike have brought us to the point at which potential benefits from the application of high technology to agriculture are enormous.

There have been many highlights along the way as agriculture has developed over the years: Deere's steel moldboard plow; McCormick's reaper; Massey's self-propelled combine; Ferguson's system of tractor hydraulics and three-point linkage; the first "Green Revolution," which saved the lives of millions, particularly in Asia; and more recently, on-farm computers to increase the farmer's business efficiency.

Coming soon on a commercial scale will probably be in-field radar, robotics controlling irrigation, weed control and even harvesting, and fully automated livestock management systems (imagine not having to get up to do the early morning milking chores!). All these are expected to increase efficiency, productivity and profitability within the next decade or so.

But none of these compares with the potential upheaval in methods of production of food and fiber that is lurking in the wings right now. Today's FFA members should sit up and take notice and learn all they can about the production methods of the future, for tomorrow's farmers will approach their jobs in a very different way.

It may still be in its infancy, but already it's been called the greatest breakthrough in the history of science. It's as new as the first daffodil of spring; it's as old as the first fermented drink, the first bowl of yogurt or the first piece of cheese.

An Explanation

What is it? It's high-technology down on the farm. It's agricultural biotechnology—the new science that's going to make a great deal of difference in the way we run our farms and ranches in the future.

Biotechnology, which has been around for many years, is the technique of employing a knowledge of biology to the raising of plants and livestock. But what is new, what makes it so dramatic and exciting, is the emergence of genetic engineering, the manipulation of plant or animal genes to change one or more of the subject's fundamental characteristics.

It was as long ago as 1871 that a Swiss biochemist called Miescher succeeded in isolating a slightly acid substance from the sperm of trout living in the headwaters of the Rhine River. Although he never knew it, he had found the secret of life, the molecule that determines the physical characteristics of all living things. It was a molecule that later became know as deoxyribonucleic acid—or DNA.

It took more than a hundred years for scientists to learn enough to be able to transfer a gene from one living organism to another. And since that time, there has emerged an exciting new technology: genetic engineering, or gene splicing, or rDNA (for "recombinant-DNA," so called because the DNA is split and then recombined).

With that new technology there has also grown a new, young and important industry that promises new ways to produce pharmaceuticals, improved plants and livestock and other products.

Today, laboratory researchers are making major breakthroughs in biotechnology.

One report suggested that there could be a variety of animal with no eyes, no ears—and no squeal; another, that by the year 2000 farmers will till fields that require no fertilizer and little rain, with corn plants growing closer together, with leaves growing upright so that it will look like a nicely cropped lawn, and cornstalks a foot shorter—to support the weight of extra ears on each plant.

Reality

But don't make adjustments to the corn picker quite yet. As Dr. John M. Houghton, director of new products at Monsanto Agricultural Company, explained in a recent speech: "Technology in agriculture, and specifically biotechnology, is often subject to excesses of enthusiasm and concern by government, by the public at large, and indeed by the agricultural community itself.... The enthusiasm, and the concerns, exist because expanding technology inherently produces change and uncertainty about what the future will bring. But change also brings with it tremendous opportunities for growth. New technologies just now coming on the market, and those projected for the next 10 to 15 years, have the potential for revitalizing the farm economy."

The wildness of some of the predictions about the genetically engineered products of the future is just one of the many problems that have beset scientists and corporate managers alike as they try to be first with the breakthrough and first to bring that product to the marketplace. That could mean large financial rewards.

Other problems have been the efforts of activists to bring genetic engineering research to a halt, or at least persuade the courts to surround it with so many restrictions as to induce seemingly endless delays. Activists are extremely vocal in their concerns about releasing genetically engineered organisms into the environment and are calling for greater caution in approving genetically engineered products.

Another major problem has been the confusion and conflict between a number of regulatory agencies responsible for controlling various areas of the industry's research and testing programs. The Environmental Protection Agency, the United States Department of Agriculture, the National Institutes of Health, the Food and Drug Administration are all involved.

Two recent examples illustrate some of the frustrations of this fledgling industry:

The EPA gave authority to a California genetic engineering company to field-test a product designed to protect fragile plants and fruit against frost (imagine what that could do for the citrus growers of Florida!). But after the experimental use permit was issued, the EPA discovered that the company had already used the product on some trees on a rooftop. So the permit was withdrawn and the company was fined $20,000.

The USDA earlier this year allowed a Nebraska firm to market a genetically engineered vaccine against the hog killer, pseudorabies. But later the permit was withdrawn because review procedures for genetically engineered products had not fully complied with USDA standards.

Big Business

But, through it all, business and academe have invested—and continue to invest—vast sums to finance continuing research in the new technology. The potential rewards are enormous and many high-tech companies have been formed for the sole purpose of striving for that major breakthrough that would produce undisputed market leadership. A number, hoping for quick profits, have over-extended themselves financially and retired from the field of battle.

A number of small, independent genetic engineering firms have been bought by, or have teamed up with, multi-national seed or agricultural chemical companies. This marries their scientific expertise with the manufacturing and marketing potential of a major organization.

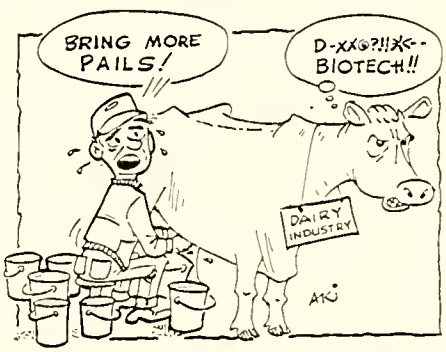
It is estimated that between 500 and 600 companies are currently engaged in research on various ag-related projects. And intensive research—some of it financed by agribusiness, some of it not—is being conducted at various universities throughout the nation.

The First Fruit

Although the road is long from laboratory to farm field with years of testing necessary, and despite a tortuous regulatory agency approval process to undergo, the first fruits of all this labor are actually on the market today.

There's a genetically engineered vaccine against scours, a killer of millions of newborn calves and piglets every year. There's also a sub-unit vaccine, genetically engineered to deal with hoof-and-mouth disease, which is still a major problem in some parts of the world.

Getting close to market launch are the pseudorabies vaccine and frost preventer already mentioned, and considered by some an inopportune development at a time of great over-production of milk, a growth hormone that is said to have the capability of increasing milk yields in dairy cattle by as much as 40 percent. This has led inevitably to the media label of "Super Cow"—and a call from Wisconsin dairymen and others for the Food and Drug Administration to refuse a commercial license, thus blocking sales of the hormone, which would otherwise be ready for sale by as early as 1988.



The economics of this product will no doubt be argued about long and hard, but extensive tests on dairy cows have shown that it does increase both milk production and feed efficiency. It is also believed that it may enhance the growth and feed efficiency of beef calves, and may be useful in cattle finishing operations. There is a similar hormone under development to enhance the growth of pigs.

Plant Breeding

A tremendous amount of money is being spent on genetic engineering research in plant breeding. Understandably, much of the research work goes on behind tightly-guarded closed doors. And because of the intense competitive pressure, most researchers play their cards very close to their chests.

(Continued on Page 20)

High-Tech

(Continued from Page 19)

Corn, soybeans, wheat, alfalfa, rice, cotton, tobacco and others are being looked at with a view to accelerating plant breeding and producing varieties that better resist attack from insects, pathogenic fungi, bacteria, nematodes and viruses. Also under consideration are the resistance to herbicides and the possibility of the plants setting their own nitrogen.

Because of recent dramatic advances in research, experts predict that success in many of these endeavors is only seven to ten years away.

Monsanto's senior vice president for Research and Development, Howard A. Schneiderman, explains: "The key has been scientists' ability to persuade a soil bacterium called agrobacterium tumefaciens, which in nature acts like a mini-hypodermic needle, to insert foreign genes into plant cells without damaging the cells. Happily, when the right genetic methods are used, the foreign genes that are inserted become part of the plant's own genetic makeup—the plant's own heredity—and remain in the plant from generation to generation."

It appears likely, he says, that plant genetic engineering will move forward rapidly during the rest of the '80s and that some major crops resistant to insects and other pests will be available by the early '90s. The result, he says, will be decreased dependence on pesticides; we will have shifted the central thrust of plant protection in some key areas from treatment to prevention.

Not surprisingly, scientists are also hard at work to find ways of genetically engineering other desirable traits into plants, such as resistance to stress and drought, temperature tolerance, improved nutritional quality, earlier maturation and increased yields.

For many years, the United States has led the world in the development of agricultural technology. Despite all our current problems, this holds true today, and there can be little doubt that American farmers will be the greatest beneficiaries of the emergence of agricultural biotechnology. But in a sense they will be benefactors, too. For with the great agricultural base of this country, the agricultural biotechnology industry will provide tremendous benefits for the rest of the world's farmers.

A Big Solution

Many countries, third world nations among them, who had desperate food problems only a few short years ago are currently improving their agricultural production to the extent that today they are becoming more sulf-sufficient and less dependent on other countries for their food supplies. But 20 and 25 years down the road, say the experts, the world will be populated by 50 percent more people than today—six-and-a-half billion of them—all needing to be fed, housed and clothed. And the greater part of that population increase will be in areas of the world least able to support it.

As Roderick N. Stacey, president of the Illinois-based United AgriSeeds, Inc., told a United Nations correspondents' group recently: "Biotechnology is an overused word and an underused science, but it is the single most important means that crop geneticists and seedsmen will have in the coming years to develop better yielding crops more quickly...farmers will get better varieties more quickly and the solving of the world food crisis will take a giant step forward....

"The importance of the new crop genetics to the developing world is two-fold. First, it will deliver better performing crops more quickly to the farmer in the developed world, which will in turn supply grain to hungry nations.... More importantly, the new crop genetics will eventually make the customizing of crops for difficult environments such as those found in the third world easier as genes for drought resistance, pest resistance, salt tolerance, higher nutritional value and many others enable developing nations to become more self-sufficient in food production."

If we cannot curb the increase in world population that threatens our Earth—and so far we seem powerless to do that—then we can give thanks that scientists have acquired, and continue to acquire, the high level of technology that will enable producers of food and fiber to make it possible for the world to support such vastly increased numbers of people.

Crystal Ball

In his recent book about agricultural genetics and the world's food supply, *Altered Harvest*, author Jack Doyle writes: "Biotechnology and genetic engineering hold enormous beneficial possibilities for agriculture, the environment and good production worldwide. Nutritional quality can be improved...new crops may be genetically designed that won't require pesticides or which will use less water and make their own fertilizer. Livestock may...produce more...on less feed."

In our second issue, we will take a look at what some of these new crop varieties may be, and at what may happen with "Super Cow," "Huge Hog" and company, and at how far and how soon we may be utilizing biotechnology and genetic engineering down on our own farms. •••

A Useful Glossary

With the expansion of biotechnolgy to include genetic engineering, a whole new vocabulary has entered the language. These definitions will help you understand some of the terminology you may encounter:

Bacterium—A single-cell organism, lacking a defined nucleus. One in particular, know as E.coli, is commonly used in recombinant DNA technology to produce proteins and other chemicals.

Biology—The science of life, the study of living organisms.

Biotechnology—The use of biological processes to manufacture products.

Body Cells—Cells that make up the structure of the body, but are not involved in reproduction. (Also known as somatic cells.)

Clone—Genetically identical organism. Exact replica of a gene, a cell, a bacterium, etc.

DNA—Deoxyribonucleic acid, the complex substance of which genes are made. Each DNA molecule consists of two strands in the shape of a double helix.

Enzyme—A protein that acts as a catalyst, producing a chemical reaction in a cell, resulting in compounds necessary for the cell's survival.

Gene—The smallest portion of a chromosome that contains the hereditary information for the production of a protein. Genes are made up of DNA. Each gene "codes" for a particular protein.

Gene Splicing—The technique of inserting new genetic information in a plasmid. Also know as recombinant-DNA.

Heredity—The transmission of traits from parent to offspring.

Ligase—An enzyme that splices segments of DNA together.

Mutation—A change in the DNA, and therefore of a gene. Future generations will display the changed trait.

Plasmid—A circular piece of DNA found outside the chromosome in bacteria. The principal tool used to insert new genetic information in micro-organisms or plants.

Protein—Any of a class of naturally occurring complex combinations of amino acids, which make up cell structure and control cell function.

Protein Synthesis—Arrangement of amino acids in sequence to create a specific protein molecule.

Recombinant DNA—The technique of isolating DNA molecules and inserting them into the DNA of a cell—"recombining" DNA.

Somatic Cells—See "Body Cells."

Vector—The vehicle used to carry new genes into cells. Plasmids are the preferred vector today.

Agribusiness

(Continued from Page 11)

view. "There is a need for all levels of trained people. Certainly not everyone has to go to a four-year college because it may be community colleges or vocational-technical programs where skills are acquired, but we are continuing to see that our kind of industry and business is going to need well-trained people," says Bruene.

A broad knowledge of agriculture is beneficial when working in any area of agribusiness. Biotechnology researchers are no exception, according to Dr. John Snyder, director of research at United AgriSeeds. "We prefer employees who have agricultural experience, background and training," says Dr. Snyder. "Sooner or later, all of our work involves field work. That includes materials that have been worked on in the lab. People in the lab need to have an appreciation for what goes on in the field."

This is where the FFA and high school agriculture can play an important role. The plant, animal and soil sciences are vitally important to working in agribusiness. So is an understanding of farm management and agricultural marketing. If you're Valerie Parks, you had better know what problems and concerns farmers have before you start selling radio and television advertising to them.

Communications skills is another area that can make all the difference in agribusiness. Dr. Snyder points out that "both verbal and written communication skills are extremely important. We want to present our company as educated and professional," says Dr. Snyder. All the FFA Stars give credit to the organization's speaking and leadership contests as the place where they acquired most of their skills.

Straight Talk

After all of that sound, wise advice, the question still remains, "Will there be a future for me in agribusiness?"

Placement officer Roger Bruene provides a very accurate answer. "I'm not denying that there are some illnesses in agriculture, but it is discouraging a lot of people about the area. I know that agriculture is going to be here tomorrow and the next day and five years from now and I know that we're going to need people involved in it.

"We're not sure what those jobs are going to be because it is changing; no doubt about it. But I know we're going to need people and we're going to need *good* people—well trained to handle the kinds of jobs that will exist. What I'm concerned about is that we're perhaps going to find ourselves all of a sudden without a pipeline of people." •••

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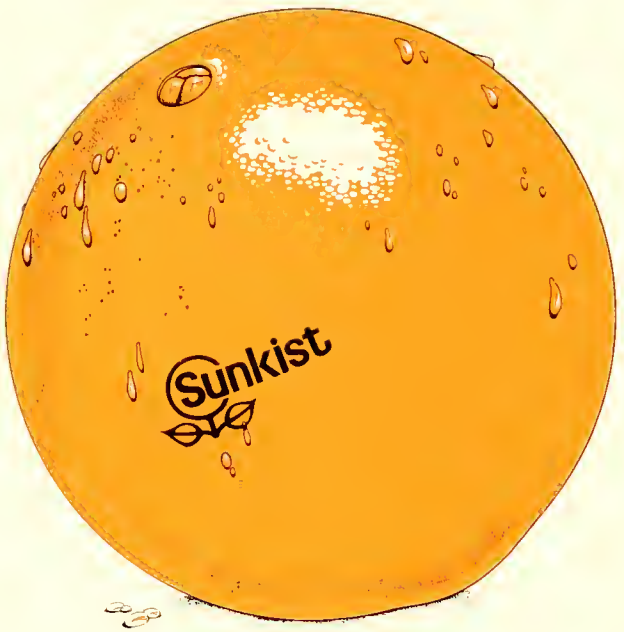

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Musical Stars Salute the FFA

Top musical artists will honor the FFA in a day-long entertainment event scheduled for August 2 at Arrowhead Stadium in Kansas City, Missouri. Billed as "America Salutes The FFA," this 12-hour music extravaganza in Kansas City may open a whole new level of understanding about the FFA organization to the general public.

The concert will run from 10 a.m. to 10 p.m. and feature top rock, pop, country, folk and gospel artists. Legends from the music industry as well as new, top-of-the-chart performers are negotiating to be on the concert bill. And all will be performing for free to honor the FFA. Although verbal agreements have been made, a confirmed list of the performers was not available at press time. FFA's six national officers will periodically be on stage to represent the organization in front of the expected 80,000 Arrowhead stadium concert goers.

About 80,000 people are expected to jam Arrowhead Stadium in Kansas City for the "America Salutes The FFA" concert.

Special Information

Anyone who wants to attend "America Salutes the FFA" on August 2 can purchase tickets by mailing $20 per ticket to: **America Salutes the FFA**, 901 18th Ave., S., Nashville, TN 37212. Include your name, address and ZIP code with the payment so the tickets can be mailed quickly.

The educational and travel firm, TRAVEL ETC., is offering a housing and meal travel plan for those interested. For detailed information concerning special travel packages, call 1-800-336-2515 (in Virginia call 1-800-336-4515).

The Message

In addition to the line-up of artists, a series of short, one-minute films will be shown depicting FFA's purpose and message. According to FFA's Director of Information William F. Stagg, "The concert and the films will convey to a large national audience a simple message: 'Here is who we are and what we're doing to support American agriculture.' The public will see the values of FFA and vocational agriculture. It will be recognized as deserving support of a wide cross section of entertainers, businessmen, sports figures and politicians."

"(The concert) will be presented as an upbeat, 'let's talk about the future rather than the past,' type of feeling."

The show is being produced by veteran promoter Bob Alexander, of Nashville, Tennessee. Alexander and his crew of creative and production specialists have been working on the concert since January. In that short time, according to Public Relations Director Rick O'Daniel, the concert staff has caught "FFA Fever." "There is an energy here that is motivated by the nature and the content of the project," says O'Daniel. "We're all amazed that we care so much."

O'Daniel went on to explain why the Alexander organization is putting the concert on now. "In lieu of all the controversy of agriculture, it is probably more appropriate now, than at any time for this country, particularly the metropolitan and urban areas, to know how important the people in agriculture are to them," says O'Daniel.

"(The concert) will be presented as an upbeat, 'let's talk about the future rather than the past,' type of feeling. We are presenting the FFA as the answer to the current questions and what the organization offers young people," O'Daniel said. Original event theme music and graphics are being generated for the show to enhance the message, according to O'Daniel.

America Salutes The FFA

More Benefits

Syndicated and live television and radio broadcasts are being planned to bring the concert to as large an audience as possible. This may also mean some extra funds donated to the FFA, in addition to the ticket sales, corporate sponsorship and commercial advertisements at the stadium. After production costs of the concert are met, all remaining proceeds will be donated to the FFA Foundation and will be used for new and continuing FFA programs. "But the money," emphasizes Stagg, "will just be icing on the cake. The FFA is more concerned about it being an image building event," he said. "It is seen as a tremendous opportunity to share what FFA is and what it means to this country."

On August 2, all the excitement and energy that is naturally generated when the music industry unifies for a single event will be focused on one group; The Future Farmers of America. It's going to be a very big day. •••

A Decade of Dedication

The spirit continues ten years after the Hawkins' hung up their FFA jackets

By Tim O'Leary

THE importance of FFA values does not diminish over the years. It strengthens, says Cy and Lori Hawkins of Los Alamos, California.

Farming and raising a family require a lot of responsibility, tenacity and discipline. These are traits acquired by Cy and Lori during their years in FFA.

The couple still maintains their deep roots in the FFA. Awards, jackets, pictures and newspaper clippings are reminders of the past. Their FFA future includes two daughters and a good business selling pigs to young exhibitors.

Cy and Lori met at a high school FFA meeting. Each progressed through local and state offices, traveling across the country on official business. Cy was the Righetti's High School FFA Chapter president in 1972-73. Lori became Righetti's FFA Chapter president during the 1975-76 school year.

Lori laughs when she talks about Cy's agricultural chauvinism back in their high school days. Cy nostalgically looks back to the days when girls could not join the FFA.

"He used to think there was no place for women in agriculture," Lori recalled. Cy's views have changed since then. The agricultural success of Lori and the interest expressed by his daughters have convinced him.

Cy and Lori got married in 1977. He is now 30 years old and she is 27. Daughters Kim and Stacey are five and six respectively. "Stacey's the pig herder. Kimberly's the young lady," Lori said.

When asked if either of the girls will eventually join FFA, Lori quickly responded: "Probably both of them. I would think so."

Pig Problems

Keeping hungry pigs in their pens is a constant challenge, Lori said.

Photo by Cindra O'Leary

Lori Hawkins talks to one of her curious swine who stands atop the concrete enclosure containing his brothers and sisters.

They've knocked over every pig feeder in the barn when hungry. "At 4 p.m. they'll tell you that it's time to eat. And if you don't feed them, they'll come and get you or find something to eat," Cy said.

Broken down barns are not the only things that make pig farming a tough business, Cy said. "It's always something. If a disease doesn't get (your livestock) then it's a flood," he said.

Pig farmers are definitely an endangered specie today, Cy said. Only the large pig farms or those occupying a special niche in the agricultural marketplace survived the tough times of the 1970s.

Cy believes that 1979 was the worst year in hog farming since the Depression. "We lost $15,000 in 1979 and $13,000 in 1980," he admitted. Those are heavy losses for a small family farm, he said.

There were approximately 70 pig farmers in northern Santa Barbara County a few years ago, Cy said. "The economy just ate them alive," he painfully recalled. He is one of the few remaining hog farmers in the North County.

Recent hardships include bad feed, floods and a broken arm, Cy said.

He recently changed feed suppliers after receiving numerous bad shipments. A flood in 1983 nearly wiped him out. It left "dead pigs everywhere," Cy said. It took 1,500 man hours to clean up the mess afterward," Cy recalled.

"Cy always wanted to be a pig farmer-why, I don't know," Lori said. "I've always like pigs," Cy quickly interjected. He raised "a good 1,500 of them" during FFA projects during his high school years, he said.

Their production figures reached an impressive 80,000 pounds last year. Their 1985 goal was 100,000 pounds. "We kick out between 400-500 pigs per year here," Cy said. FFA and 4-H members have helped him stay in business.

The couple sponsors an FFA 4-H barbeque and pig auction every April. About 150 people attend the annual event and about 50 pigs are sold. Cy and Lori previously let the young buyers pick out their annual project pigs, but that got too hectic and "now we let them argue through the price," Lori said.

Many of the Hawkins' Hampshires purchased by the students are entered in county fairs and other competitions throughout the state. Many go on to win grand champion honors. Receiving exuberant phone calls from winning youngsters is "icing on the cake," Cy said.

It's not easy being a hog farmer in the '80s, but FFA training has made it easier. Discipline, leadership training, public speaking tips, judging experience and learning that everyone is responsible for their own actions and accomplishments have been invaluable lessons, Cy and Lori agreed.

Travel was another benefit of their FFA years. Lori remembers traveling between 8,000-10,000 miles in a given school year.

Friendships made during the years and miles have been equally rewarding, Lori emphasized. "From our travels we know people all over. I still get birthday cards from friends and we stay in touch with a lot of people spread out over a couple of hundred of miles in each direction.

"People like that remain friends forever," she added. •••

Floriculture in Washington: A Capital Idea

A small florist shop and a group of determined students make a go of it in the nation's capital.

By Andrew Markwart

THE District of Columbia officially received its FFA state association charter at the 58th national convention last November. For a group of agriculturalists that don't really live in a state and measures land in city blocks rather than acres, this was quite an accomplishment.

After such an achievement, you might think these students would bask in their success for awhile, but you won't find FFA members working at the Inter High Connection florist shop in Washington, D.C., stopping to smell the roses; they're too busy selling them.

It was the opportunity to market the roses, along with the other floral arrangements and greenhouse plants, that helped the vocational education programs build the foundation for the state charter. Washington, like so many other large cities across the country, has upstart programs in floriculture, horticulture and nursery landscape with strong emphasis in business management.

Inter High Connection

One of the big reasons floriculture has been such a popular program in the district is the Inter High Connection. Inter High is a very special school, though it isn't really a school at all. It is a florist shop, owned by the D.C. school system, and operated mainly by students. These students come from all parts of the district to learn floral design and the business of running a florist shop.

They can enroll in a share-time program that allows them to attend classes at their high school for most of the day, and then go to Inter High for business and design instruction. Professional floral design instructors and business managers teach the students inventory control, accounting techniques, customer service, botany and floral design.

Learning To Do, Doing to Learn

The unique situation at Inter High is that the students are more than just students, they're business partners. Floral arrangements that are just experiments or first-trys are often sold because of immediate demand. The students become a contributing part of the business soon after they arrive.

When the success of a business depends on what you've learned during instruction, the lessons are learned for good. According to Alberta Davis, a freshman at Catholic University of America, you learn quickly what sells and who buys. "I learned a lot from this store. I learned how to purchase plants and flowers, find out what the customers want and what they don't want, and how you have to please the customers because they are *always* right."

Davis, 18, is majoring in biology and is a product of the Inter High Connection, where she still works to pay for textbooks and other college expenses. She is taking a summer course in horticulture and, after college, plans to combine her knowledge of plant science with the floral design training she received at Inter High. "I definitely want to be a scientist, but I also want to have my own flower shop and then expand that to include greenhouses," says Davis.

Entrepreneurship

This is just the type of action that the D.C. school system had planned when they first created Inter High. It is referred to as entrepreneurship, which loosely defined, means "the spirit and courage to transform an idea into a business."

A group of Hine Jr. High FFA members flank Alberta Davis under the awning of Inter High Connection. Left to right are Malcom Fox, Dennis Colwell, Davis, William Anderson, and Dominic Blackwell. *Photo by Author*

The entrepreneural spirit also runs strongly in the many adult students that are learning at Inter High. Adult student Mary Hinton's goal it to be an executive chef. She feels utilizing floral design will make her culinary presentations more attractive. Allison Eugene's interests lie in graphic art and illustration, but she says floral design helps her in color balance, design theory and original creativity. "I love to create things from scratch, bring out something and make it look more exciting," said Allison.

They agree that Inter High is a special learning environment because of the personal attention, warm atmosphere and convenient locality, which is the northwest side of Washington.

The Inter High Connection is a small, humble florist shop in a large, powerful city, but it has students with big expectations of the future. When Alberta Davis was asked if she believed Inter High would continue to flourish and attract FFA members, she replied, "We have the store (Inter High), the government and the students who are interested in becoming leaders. They're eager to learn how to landscape and how to work with plants and flowers. We have it all." •••

Chapter Scoop

by Jack Pitzer

When **Charles Planck** was a member of the *Purcellville,* VA, he built a log splitter. Now he loans it free to FFA members and their families.

N-N-N

Steve Cameron, last year's national Computers in Agriculture winner, is reporter for the *Evergreen,* OH, Chapter and sent news articles he prepared on his computer and printer. One news item was about the eight-page brochure published by the chapter describing the accomplishments of all 122 members.

N-N-N

Enumclaw, WA, FFA celebrated their 50th anniversary year at the chapter banquet according to **Mike Krainick.**

He also reports that the chapter's parly pro team wears weird hats they call "parly beanies" to "psych" themselves and do well in the contests.

N-N-N

High game at the *Oak Harbor,* OH, bowling party was rolled by **James Parlette**—194.

N-N-N

The *Chaparral,* KS, Chapter pig chain gilt was bred with AI and farrowed 11 super pigs for the chapter. They were the first AI pigs in the county according to **Brad Grabs,** reporter.

N-N-N

The recreation committee in *Zillah,* WA, planned a snow party during Christmas vacation for chapter members including some sledding and a hot dog feed.

N-N-N

Royal, WA, FFA has set a new chapter record of winning the most banners in one year—eight so far.

N-N-N

Three FFA chapters in *Habersham County,* GA, held their second county-wide livestock show and barbeque.

N-N-N

Dana Barnes, *Wallowa,* OR, represented the FFA as a panelist at a conservation tillage symposium. She spoke on no-till and discussed the negative effect of erosion in the western U.S. She also told about the chapter's "adopt-a-stream" program in effect since 1985.

N-N-N

Fairview, LA, members got a chance to pay back the support from Mr. Ray Van Dusan who had established an outstanding senior award for the chapter. In January of this year, the FFA helped rebuild his home after a fire.

The Ag Day celebration for *Moulton-Udell,* IA, Chapter on March 20 was an exhibit of "just about every farm animal imaginable" according to Reporter **Kurt Haas.** The FFA gave pony rides around the exhibits for grades K-6.

N-N-N

Fremont, OH, FFA invited the 40 teachers and staff of their school to judge dairy cattle using the *Hoard's Dairyman* classes from that magazine. It was lots of fun with prizes and announcement of winners to the school.

N-N-N

West Valley-Cottonwood, CA, FFA hosted a community magic show.

N-N-N

First-year competitor **Shane Colton,** from *Denton,* MT, won the district extemporaneous contest.

N-N-N

At an FFA Week breakfast in *Rockville,* CT, the chapter invited the high school faculty, administration, secretarial staff, vo-ag consulting committee, town council and Mayor Marie Herbst of Vernon. There were 150 there and the mayor presented the chapter a proclamation for the Week and recognition of a U.S. Office of Education Secretary's Award for being an outstanding vocational education program in the state.

N-N-N

News came via the Ag Ed Network from the *Akron,* CO, Chapter who served juice and doughnuts to bus drivers at school, gave gift bags to the teachers and sponsored a one-hour free coffee at a local restaurant.

N-N-N

And also via the Ag Ed Network came news from *Centreville,* MI, FFA about a variety of spring chapter activities. All you would have to do to send news via the Network is send a Stargram to FF100A. If your school is not on the Ag Ed Network, check into it.

N-N-N

Members of the *Land O'Lakes,* FL, Chapter captured a load of ribbons at the county fair in early March. Guess it would be hard for some members around the nation to think of county fairs in March—helps to live in the sunny South.

N-N-N

Lorraine Bryce and **Janelle Carter** of the *Battle Lake,* MN, Chapter oganized an agricultural essay contest for fifth and sixth graders.

The county basketball tourney is big time in Wood County, OH, and *Eastwood* Chapter claims victory for the second year in a row. And in the Washington County tourney, *Warren* has been undefeated for two years.

N-N-N

Seems like only the victorious teams write—*Twin Valley South* in Ohio has been undefeated this season too.

N-N-N

Maggie Reinoehl organized a dance for the *Brighton,* CO, Chapter to raise money for the state's rural crisis hotline.

N-N-N

The *Rubidoux,* CA, novice and advance parliamentary procedure team have once again taken first at the sectional level. **Tammy Ruff** earned best novice president; and in the advanced ranks, **Russell Callahan** and **Melissa Flory** took best president and best debater.

N-N-N

Jefferson, WV, FFA members collected 75 bushels of corn and 15 bushels of oats for other members who lost their feed during the flooding in November.

N-N-N

The *Killingly,* CT, Regional vocational agriculture department held an open house for parents and prospective students to check the facilities, talk with administrators, counselors and teachers. A tour of the school was included in the program.

N-N-N

McCreary Central FFA in Stearns, KY, celebrated FFA Week with the grand opening of their new FFA office in the school. They also had a radio program, a bulletin board and invited a state police officer to speak on drinking and safe driving.

N-N-N

Each year the *Las Plumas,* CA, Chapter sells flowers for Valentine's Day. They take orders from the student body and faculty to be delivered on the day. They sold 200 roses at $2.50 each and 200 carnations at $1.50 each.

N-N-N

Chapters are reminded to keep shoveling the New, Notes and Nonsense in to the editors for use in the Scoop column. Send in ideas that make your chapter fun and successful. Submit news about accomplishments of yourself or other members in the chapter. And any member may send in news, not just reporters.

Youth No Barrier to Success

By Warren Walker

At 17, Todd Horob is recognized as the youngest order buyer in North Dakota.

IN the cold, hard world of business wheeling and dealing, the age of 17 is a little young. At that age, you aren't allowed to vote, buy an alcoholic drink, or see most motion pictures without the accompaniment of a parent. Seventeen is too young to be married without parental consent. One cannot legally sign a contract or hold property except under parental guardianship. For a person at that age, life can be very frustrating. You aren't a child anymore, but you don't get recognition as an adult either.

For Todd Horob, a rising celebrity in the North Dakota cattle trade, being 17 has proven to be little, if any, barrier to success. Due to graduate from high school this spring, young Horob has already been active as a cattle buyer for two years. In spite of his young age, Horob traded an estimated 3,500-4,000 head during calendar 1985 and hopes to double that figure this year. Todd has been recognized as the youngest order buyer in North Dakota.

From an early age, Todd learned the value of diligence. The youngest of five children, Todd was taught by his parents to take charge of his life. "You have to get on your feet sometime in life," explains Todd, so why not get started now?

Parents Larry and Jean Horob raised Todd on a cattle and durum wheat farm in North Dakota about a mile from the Montana border. His father is a big believer in work, and instilled in Todd the attitude that once you get started you don't quit. "You just have to keep on doing what you do, make it the best that you can," Todd stated. "I've always tried as hard as I know how. If I can't succeed one way, I'll try something else."

Learning To Trade

Todd certainly found his opportunity with the cattle trade. He has developed his skills in trading animals to the point that he now knows, "This is what I want to do with my future."

When Todd was in the tenth grade, he first took an active interest in cattle trading as part of a sales and service project for the Future Farmers of America. A 15-year-old at the time, Todd relied heavily on the experience of his uncle Don Horob, an order-buyer in nearby Williston. Todd and Don would attend the stocker-feeder sale in Williston, where Todd would watch and learn.

Todd became very active in FFA and, although he never served as an officer of his Bainville, Montana, Chapter, he competed for many state and national awards. Last year he received the Montana State Farmer degree as a high school junior, an accomplishment usually reserved for senior students.

According to Bruce Samson, Todd's vo-ag instructor at Bainville High School, he started his FFA project with "something like 15 steers," and it sort of snowballed naturally into the beginnings of a career.

Todd's father started letting him buy replacement cattle for the family farm. Before long, the farm's livestock needs were handled entirely by Todd. His father trusted him deeply enough to make his own decisions.

The Last Laugh

Certainly Todd encountered resistance and a little ridicule on his way to establishing his business. "Some people thought I was a joke," he recalled, but Todd's expertise soon won over his critics. "Once they've gotten with me, they know I can do it."

Humor centered on how young Todd is. A good deal of his business is done on the Montana side of the state line, which is an hour earlier than his home. Ranchers may comment, "He may be the youngest order-buyer in North Dakota, but he gets even younger when he comes over here."

HOROB: "Nobody's tried to cheat me. I show them that I have just as much knowledge as anybody else."

"My first real transaction was to a man I had never met," explained Todd. "We had talked on the phone and he had just assumed I was a grown-up. When I showed up at his place, he sure was surprised." Apparently the rancher was satisfied with Todd's ability, because within a week of that meeting, Todd had sold him "50 or 60 head."

One might think that seasoned cattle businessmen might be tempted to take advantage of Horob's seeming youth and try to catch him in an unfavorable

Cattle trading requires a lot of travel but Todd managed to operate his business and stay in school. Last summer he traveled 18,000 miles in just three months.

deal. "Nobody's tried to cheat me. I show them that I have just as much knowledge as anybody else," he explained. Todd has found that people treat him fairly if he is fair to them. "If you stick up for your rights, be honest and fair, they'll always be back."

One element of Todd's early success is his confidence in his own ability. "I've got a lot closer eye now for cattle than I did two years ago—the main thing I have learned since I started is how to pick cattle better. There has got to be quality in them all to make it work," he pointed out.

On The Road Again

Cattle trading consumes an enormous amount of Todd's time and energy. Besides attending school, Todd spends about two days a week full time and two days part-time going about his new business. He regularly attends the auctions in Williston and in Sidney, Montana, sometimes makes the sale in Glasgow and on occasion even further. "I'm on the run all the time," he laughs.

It is not unusual for Todd to find himself in a motel room at two o'clock in the morning, miles away from home. Often he has to get up early the following day, in order to get back to school on time.

Being on the go constantly has deprived Todd of many of the activities common to teenagers. He isn't involved in sports; and other than FFA, has not been active in extra-curricular events. "I suppose I'm missing out on a lot of kid things," admits Todd. "But I like being out and working by myself."

Todd learned the value of hard work while growing up on a cattle and durum wheat farm.

Because of his schooling, Todd has done most of his business during the summer. Last summer, Todd put 18,000 miles on a truck in just three months. Business was running so well he was reluctant to go back to school in the fall. Todd attempted to keep his trade volume high by hiring an assistant. "I had a guy working for me last fall," he explained. "I'd get deals set up and he'd finish them." But Todd has since gone back to handling business by himself, preferring to keep his hand in the work all the way.

Other improvements Todd has made to his business have remained. He lives with his parents, but has put in his own separate telephone line to use for trading. In December, Todd took delivery of a 1986 Ford supercab pickup. Paid for by Todd's trading income, the Ford reportedly bears the slogan "Horob Cattle Buying."

Having to go to school couldn't stop Todd from making a 525-head deal in January. Todd boasts that he has sold feeder cattle and butcher cows deep into the Corn Belt, and has even negotiated several deals on cattle going to California. He is a frequent patron of packing plants in Fargo, North Dakota; Pierre, South Dakota; and Scottsbluff, Nebraska.

Todd is now a fully bonded order-buyer, and looks to the future with optimism. Not many Americans find their calling as early as Todd Horob, some never find it at all. Todd got his start from plenty of hard work and confidence in his expertise. As he puts it, "I never get discouraged, I just go and get it done." •••

Condensed and reprinted from The Drovers Journal Magazine, *February, 1986.*

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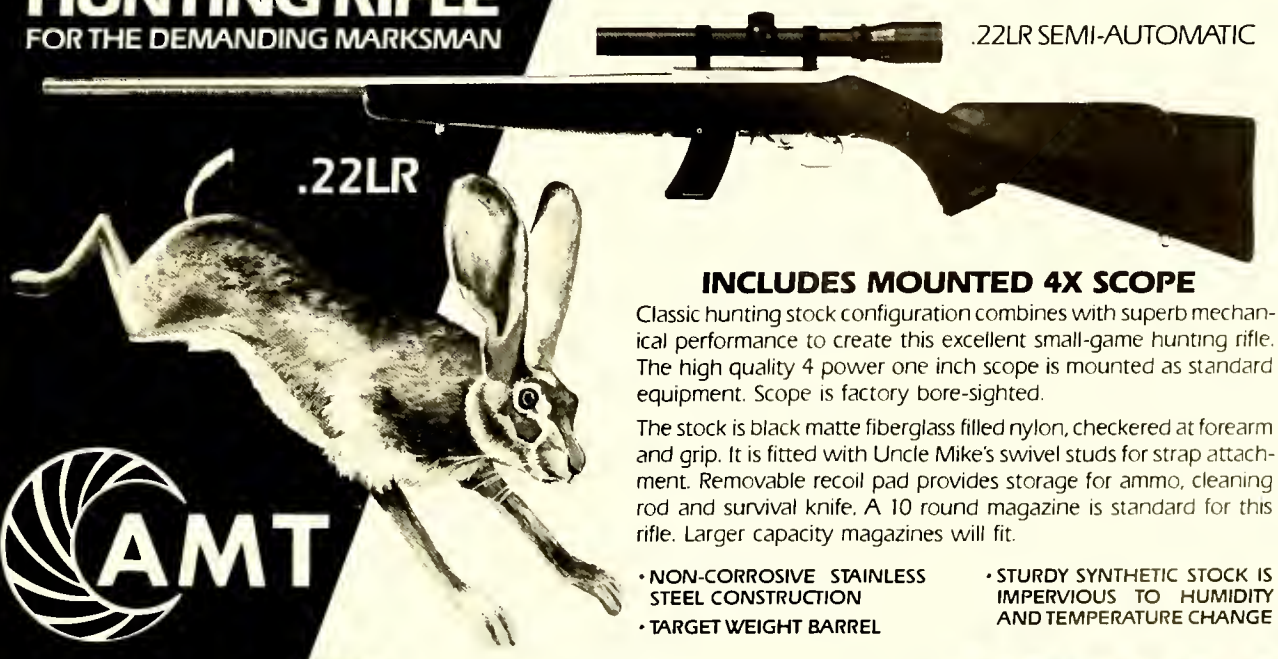

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Alumni, Young Farmers

Cooperation through "support teams" brings both

The National FFA Alumni Association's purpose is stated in its motto, "Supporting Vocational Agriculture." The Alumni's current membership consists of 26,985 members, of which 6,201 are life members.

The local 1,100 programs are called affiliates. Members of the affiliates utilize their skills and experience to assist local vo-ag programs and FFA Chapters.

By Lisa Brown

THE West Point, Nebraska, FFA Alumni and Young Farmer organizations have found a community-wide solution to an age-old problem facing many school organizations. Through a system of "support teams," they have interwoven the expertise and experience of an active community, local agribusinessmen and farmers to form a network of support for their FFA chapter.

West Point, a town of about 3,600 people, is nestled in the rolling hills of northeast Nebraska and is much like any other Midwestern town with an FFA chapter. Where West Point differs is that its program serves students from two schools, one public—West Point High School and West Point Central Catholic High School, a private institution. This is made possible by a contract which, in effect, leases a public vocational agriculture instructor from the county school board to Central Catholic High.

West Point FFA's success in making the most of community support is an example of how groups with different goals can cooperate rather than compete to improve agricultural education.

The Young Farmer organization, organized almost 40 years ago, originally served as an informal auxiliary to aid the FFA chapter. In addition to educational meetings for young agribussinessmen, Young Farmers provided transportation for FFA activities and financial support for awards. The group's main goal, however, was to educate farmers already out of high school. Thus, support of FFA activities sometimes became a secondary activity.

Filling a Need

At the urging of the district representative on the Nebraska State FFA Alumni Council, the West Point FFA Alumni affiliate was chartered in 1981 to more directly support the FFA chapter. Only ten people attended West Point's Alumni organizational meeting. Now the chapter has 50 members and tailors its activities to specific requests from the FFA chapter.

Although there is a 20-25 percent membership overlap between the Young Farmers and Alumni affiliate, responsibilities are shared so that no one is overly burdened.

Young Farmers, with about 30 member couples, focuses on production and marketing techiques while the FFA Alumni reacts to the needs of the FFA chapter. The West Point vocational agriculture instructor attends meetings of both groups and serves as a central link in the chain of communications.

Alumni members emphasize that the instructor should not take a leadership role in either group. It is the responsibility of the FFA chapter's executive committee to request and organize alumni assistance. "If the teacher has to spend more time with alumni than the alumni is saving the teacher, they aren't accomplishing what they should and there'e no need for an alumni group," said Carl Aschoff, a 1978 graduate who has served in a variety of leadership roles as a student and alumnus.

Two other West Point members who have been involved with the FFA as students, teachers and alumni, readily agree with Aschoff. Both Gerald and Rodney Gustafson are former Nebraska vocational agriculture instructors who recognize the importance of FFA and alumni support.

"I had a lot of good experiences in FFA and I wanted to help these kids have similar experiences," Gerald said. He and Rodney were instrumental in establishing West Point's Alumni affiliate

Photos by Author

FFA Alumni members Gerald Gustafson and Carl Aschoff prepare to start loading cans into a semi-trailer as part of an FFA fundraising activity they sponsor.

Bolster FFA at West Point

ganizations' assistance to their local FFA chapter.

and Rodney served as the first president.

Setting up Support Teams

At the beginning of each year, the FFA chapter's executive committee is responsible for reviewing its program of activities and identifying where alumni or the Young Farmers could assist. The Young Farmers and alumni then review the request list and decide the activities with which their organization will assist. Support teams are established within the alumni affiliate, based on areas of need established by the chapter and specific areas of interest of the volunteers.

The number and kind of alumni support teams should be tailored to each chapter. Possible teams recommended by the Nebraska State Council are: **Instructional/Educational Assistance**—substitute teachers, resource persons, field days, judging team preparation and FFA leadership contests; **Production Enterprises and Work Experience**—livestock, crop, horticulture, farm/ranch and agribusiness experience; **Transportation**—as the need arises; **Awards and Recognition**—banquets, scholarships and individual awards; **Public Relations**—cooperative activities with the FFA and any promotional or civic activity; **Finance; Social** (optional); and **Membership** (optional).

Each alumni affiliate has to make a local determination regarding the number of support teams neeessary. The size of the alumni affiliate and the number of FFA support requests will help determine the approximate number of teams.

The term "support team" is used to label the alumni groups because it quickly identifies the area of alumni responsibility. It helps greatly in claryifying responsibility if the names of the alumni support teams differ from those used to identify FFA chapter committees. For example, an alumni group might be called the Finance Support Team while the FFA chapter's committee might be called the Earnings, Savings and Investment Committee.

The Young Farmer logo

Through the support team network, alumni in West Point provide assistance for a variety of FFA functions, including the state Dairy Breed Show, area tractor driving contest, livestock judging contest and annual hunter's breakfast as well as by providing transportation or chaperoning for a number of activities.

Helping Hands

One of the group's biggest projects is sponsoring FFA members who staff an aluminum can recycling center every other Saturday morning. The center is the main source of income for the West Point Chapter, which is responsible for its organization and management. "It frees-up the ag teacher and helps the group become more financially self-sufficient," said Gerald Gustafson.

The Young Farmers Club also works with the FFA on several activities, the largest being Ag Day and Ag Week in the spring. The West Point FFA Chapter sponsors a children's petting zoo at the school and assists with other Young Farmer activities during the week. The Young Farmers also may provide assistance as requested during the year and have donated funds for awards.

The Alumni and Young Farmer organizations also help when there is a transition between vocational education instructors. Such continuity extends beyond the schoolroom doors and into the community.

Russell Gentrup, current West Point Alumni president, noted that despite the sagging farm economy and the emotional and financial stress being felt by many of the Young Farmers and alumni, contributions of time and support have not wavered. •••

Alumni can help chapter members prepare for judging contests.

Their experience in contests makes Alumni members a valuable commodity.

FFA in Action

Carton Copy

New Jersey FFA promoted agriculture and this year's FFA theme with specially printed milk cartons in cooperation with Johanna Farms, Inc. of Flemington. The FFA Week celebration called for a special public relations tactic and Johanna Farms agreed to support the FFA with this promotion.

John Sebastiano, state president and Kathy Smylie, state vice president, were proud to find milk cartons with the National FFA theme in dairy outlets throughout the state. •••

Elementary Horticulture

Horticulture members in Penta County JVS, Ohio, FFA went out during National Vocational Education Week and taught lessons to elementary children.

One lesson included explaining all about plants and their importance in nature. The elementary students were put in small groups, and with a horticulture FFA member to assist them, planted small nursery seedlings.

At the other schools that we visited, the students did a general plant lesson and then worked into the principles of floral design. Elementary students made a nice fresh flower arrangement for Valentine's Day.

Some classes potted evergreen seedlings as part of their classroom exercise after an FFA member spoke to them.

Each student got to make a special Valentine's Day floral arrangement with the help of the high school student/teacher.

We reached over 235 students that week and look forward to this activity again because both the "teachers" and the "students" gained. *(Ronald Fear, Advisor)* •••

Sign Language

The proprietor of Rose Country Variety in Epping, New Hampshire, entertains the local people with his clever rhyming signs which advertise different aspects of his business. Recently the FFA chapter was surprised to see his message: "Farm Fresh Eggs, From An FFA, A Teen Doing Business, The Old Fashioned Way."

The teen in point is Jeff Bean, a member of the Coe-Brown Academy, Much-To-Do FFA Chapter.

Jeff maintains a flock of over 100 laying hens and markets the eggs as his SOE project. Over the past two years he has set up a business selling his eggs to several small area stores. He also sells directly out of his home to local people. He has set up an "honors system" cooler on the front porch.

Jeff says, "Everyone has been really good about it. The box always balances at the end of the day and we don't have to be home all the time."

Jeff won first place in the four-wheeled tractor driving contest last summer, attended the national convention and has been chapter treasurer this year. *(Jean Eichhorn)* •••

Kissin' Contest

The Mississinawa Valley, Ohio, FFA held its annual Kiss the Pig contest.

At this contest, teachers were asked to participate. Pictures of those who accepted were placed on glass jars, then any student or staff member who wished to place money in the jars could. The winner was decided by the amount of money in that person's jar.

Our English teacher, Miss Mangen, was the winner of the contest with over half the amount contributed to her.

Miss Mangen kissed the pig at our ag olympics during FFA Week. The pig was donated by Duane Scholl. All the teachers who participated in this event were great sports. •••

Ram Tough

The Owasso, Oklahoma, Chapter added a new addition to its chapter. It is a three-year-old, 175-pound horned Dorset ram. The FFA members decided to call him "Rambo."

Rambo is also the school mascot. The Owasso High School's logo is a ram, so his presence has created a great deal of enthusiasm for our sporting events as well as publicity for our chapter. He attended all the football games this past season.

Now Rambo is resting in the FFA barn after his tiresome season. The ram project was handled by the cooperation committee.

FFA chapter funds were used to purchase him and to pay for his feed. He was trained and is being cared for by six members. *(Trisha Hicks, Reporter)* •••

On the Range

Advisor Wesch and members of the Baboquivari FFA Chapter on the Papago Indian Reservation in Sells, Arizona, evaluated the winter forage crop on the school farm. About half of the members of the chapter are girls. *(Photo by Ralph Woodin)* •••

Four in Tune with Gospel

The polite Alabama audience, gathered at the Montgomery Civic Center, quieted as the four high school boys climbed onto the stage and took their microphones in the state FFA quartet contest.

The quartet briefly huddled as Bo's pitch pipe sounded the key of their first song. They broke huddle and confidently looked into the faces of the hundreds assembled there. Greg stepped out to the front of the stage and his solo voice pierced the silence of the evening with the old gospel tune "Jesus Gave Me Water."

Two more songs, a tally of the scores and the announcement came within the hour: first place winner in the FFA quartet contest—the West Jefferson FFA quartet.

For the second consecutive year, the trek from district contest in Cullman to state contest in Montgomery had paid maximum dividends.

Meanwhile, to their delight, these young men found themselves in demand as invitation after invitation poured into West Jefferson High School.

They performed at beauty pageants and on local television programs. They won the 1985 Alabama State Talent Search Contest, sang the national anthem at Legion Field for the Birmingham Stallions and entertained in Kansas City at the National FFA Convention.

Quartet members are, left to right, Bo Andrews, tenor; Greg Terry, lead; Daryl Shackleford, baritone and Kenneth Swinney, bass.

Though geographically separated because of college, the quartet continues to perform. Weekends find them in various places, still singing at beauty pageants and youth rallies as the Dixie Boys Quartet. Almost anywhere they have the opportunity and feel the need, they perform. *(James B. Andrews)* •••

Cow Talk

The Rye Cove, Virginia, Chapter promoted both farmers and the FFA with their "No Bull" float. Our smiling cow was a big hit with the crowd and gave our chapter a prize-winning float. *(Rex Carter, Reporter)* •••

Trees Tie Town Together

In the midst of the great depression, while people were standing in bread lines or soup kitchens, a young vo-ag instructor, Vernon Peroutky, put his Montello, Wisconsin, FFA students to work planting trees.

These trees were the beginning of what is now the Montello School Forest. That same stand, some 50 years later, forms a scenic backdrop for the Montello Grade and High School buildings. While progress has eaten away at the original boundaries, much of the tract still stands as a living memorial to those early crews.

Through the following years, the FFA, led by Advisor Jack Whirry, has planted, tended, pruned, weeded and generally cared for the original and now two other parcels acquired by the school system.

These were tasks of restoration as the land had lost most or all of its topsoil due to wind erosion. Through sound land management, the Montello School system, has protected and improved these areas. Soil loss is almost non-existant in the school forest property.

In the push to reclaim the land, wildlife and diversity were not forgotten. The native oak stands offer food, nesting sites and cover to many varieties of creatures.

The school forest has grown to be an important part of the local community. It is not just a source of periodic income for the school but an outdoor laboratory for grade and high school alike. A place where theory and the practical merge into one.

It has reclaimed land which wind and water would have otherwise carried away. Last and most important, through the years the school forest has touched the lives of thousands of young people. Their experience of "slave labor" in the planting, pruning, weeding, thinning and general care of the forest always brings smiles to their faces. The memories of their "times in the woods" are fond and lasting. Their experiences have carried through and many now apply forest management practices on their own land.

In recognition of their success, the FFA has been recognized with a Wisconsin Tree Farm award. •••

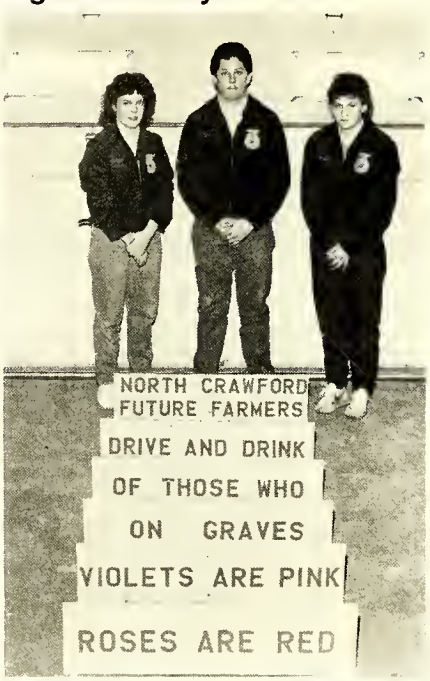
Lambed Out

The Wauseon, Ohio, FFA Chapter had a pleasant surprise this year. They have a chapter flock of 19 ewes that produced a crop of 38 lambs. There were five sets of triplets and nine sets of twins coming out of those 19 ewes. *(Amy Spiess, Reporter)* •••

(Continued on Page 32)

(Pick up the ACTION from Page 31)

Signs of Safety



The safety committee of the North Crawford, Wisconsin, Chapter is concerned with all types of safety. The group decided to promote driving safety with highway signs in the "Burma Shave" style—sets of simple board signs on posts placed about 200 feet apart along a highway.

Many of these signs adorned the highways of America in earlier times and are still good for getting attention and making a point.

The FFA signs were painted in FFA colors and are found between Gays Mills and Soldiers Grove, the two major villages found in the North Crawford district of rural southwest Wisconsin.

The signs have generated many compliments particularly from people who remember the original Burma Shave slogans. Shown with the first set of signs used are Julie Nelson, Jim Olson, safety chairmen and Amy Everson. Slogans will be changed about every six months or so. *(Tim Everson, Reporter)* •••

Tractor Pride

Members of the Bowling Green, Ohio, FFA celebrated National Agriculture Day, March 20, to make people aware of the necessity and importance of farming and the agricultural industry.

Members drove tractors and trucks to school and parked them in the high school parking lot for the day. Over one-half million dollars worth of equipment was on display.

A contest was held for the oldest and cleanest tractors and trucks. Winners were oldest tractor—1942 Silver King by Brian Campbell; oldest truck—1968 Chevy by Steve Heilman; cleanest truck—1979 Chevy by Mike Smith; and cleanest tractor—Agri-King AC by Devin Dauterman. Members also wore FFA T-shirts to show their pride and displays were set up to promote the day. •••

Liberty Run

The state officer team in South Dakota organized a 380-mile run for FFA members from Brookings to Mount Rushmore. All of the effort was to raise money for the Statue of Liberty restoration campaign.

State President Joe Giovennettone spearheaded the project and his fellow state officers joined the effort to organize the 250 members from 20 chapters who made the relay run. The state officers themselves were on hand for the entire trip and some of them covered about three-fourths of the distance personally.

Members passed a miniature South Dakota state flag as they ran or jogged the distance to the national monument at Mount Rushmore. Chapters and their runners were encouraged to seek sponsorships for their running time and thus the state association was able to reach its goal of $3,000.

Runners left Brookings in the rain, but good weather lasted most of the time from the start on April 4 through arrival at Rushmore on April 7.

There were over 20 chapters along the route that served as hosts for the running officers and the support team consisted of a camper support vehicle and two aid-station vehicles.

As could be expected, local media were often on hand as the group passed through an area. And police escorted the runners through Rapid City up to the monument. •••

Champion Chip Throwers

The second annual FFA Cow Chip contest was held Thursday, February

Bird Watchers on Ice

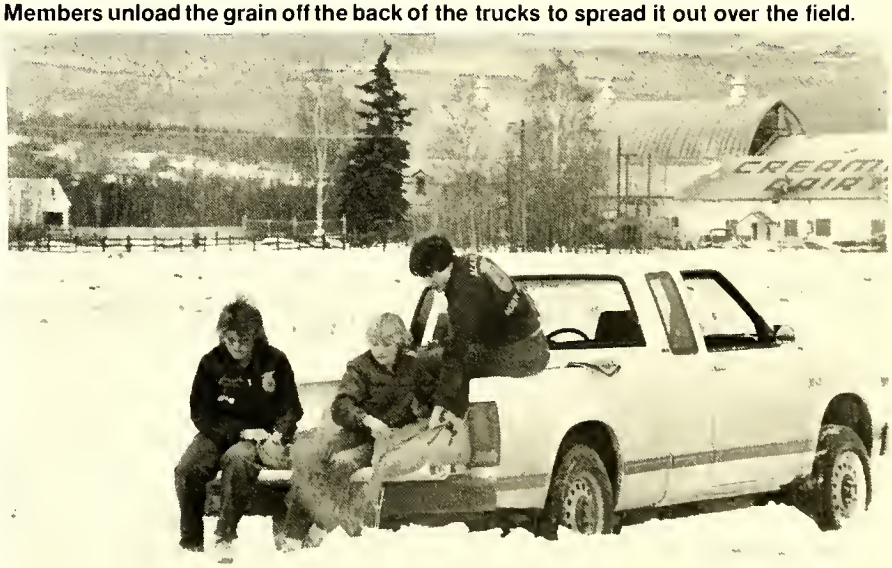
Each April the North Pole, Alaska, FFA in cooperation with the Kiwanis Club and the Alaska Fish and Game Department spread grain at Creamers Field, a migratory bird refuge. This project is designed to provide feed for the birds on their way north. The grain is provided at cost from a local feed store.

Mike Behner, advisor for the North Pole Chapter, picks up members after school and transports two tons of barley to the site. The grain is slowly spread on the ground from the back of trucks provided by the Kiwanis members. The Fish and Game Deprtment has trails cleared in the front viewing field so that the trucks can get through.

The spreading of the grain is an unofficial sign of spring and the annual goose watch begins. Once the birds start to arrive people will crowd the parking area to see and photograph the birds feeding on the grain. Elementary classes take field trips out to see the many types of birds feeding.

Creamers Field is a big tourist attraction in Fairbanks. By providing feed for the wild geese and ducks, the North Pole FFA is helping to ensure the return of the birds for everyone's enjoyment. A large number of cranes remain in the field all summer, most of the water fowl will continue on up north to the tundra areas for nesting. *(Carissa Shoen, Reporter)* •••

Members unload the grain off the back of the trucks to spread it out over the field.



20, at the Cherryvale, Kansas, High School. The contest was started last year and has become a popular annual affair.

Contestants are given a "cow chip" to throw as far as possible. All freshman ag students must compete. Plus all other ag students may compete in another division. The student in each divisin who throws the farthest is awarded a prize.

Freshman winner was Aaron Hugo, throwing the chip an outstanding 210 feet.

The winner in the all-student division was last year's freshman standout, Stephan Housel. Stephan threw his chip a soaring 214 feet and 1 inch. *(Sandra Blome, Reporter)* •••

"Down Under" Sheep

The Ysleta, Texas, Chapter utilized a special visitor as a "reference" person to complement the vo-ag program.

Mr. Cyril Lieschke, from New South Wales, Australia, spoke to 85 FFA members, Young Farmers and representatives of the El Paso news media at a special two-hour seminar located on the 14-acre FFA farm.

Lieschke is a sheep producer and wool exporter and has developed a cinnamon and buff colored variety of sheep that he raises to sell to American (as well as many other countries) wool spinners.

The members were bused to the chapter farm for the seminar and presentation on Australian sheep production. A special treat was a demonstration on Australian sheep shearing techniques.

Our guest from "down under" can shear about 100 sheep a day and while stopping to make a point, answering questions—sheared three sheep in about 12 minutes. His sincerity in developing new markets for agriculture and enthusiasm were evident. The chapter members and media also enjoyed an "accent" that was different from what is traditionally heard in the Southwest! *(Steve Forsythe, Advisor)* •••

Big Wheels in the Show Ring

"We don't think of Mark as handicapped; we think of him as 'handicapable,'" says Mike Ault, a member of the Harmony Grove Chapter.

The young man of whom he speaks is Mark Mosby, a friend and fellow FFA member. Fourteen-year-old Mark doesn't let the fact that he's confined to a wheelchair stop him from showing pigs in livestock shows or doing anything else that catches his attention.

"He's really a gutsy young man," says FFA Advisor Perry Richards. "He works hard and he'll go far in the FFA program or in whatever he wants to do."

Mark recently showed his two barrows, Whitey and Bruiser, at the Arkansas State Fair, placing twice in the top ten. Mark has been confined to a wheelchair since 1978, the victim of a rare virus, viral transverse myelitis, which attacks the spinal cord.

Although he is paralyzed from the middle of his chest down, Mark doesn't ask for or receive any special attention. Whitey and Bruiser enter the show ring groomed to perfection by Mark's capable hands. Once in the ring, Mark doesn't let the pandemonium created by some 40 pigs and their owners phase him either. Mark keeps pace with his pig and controls its movements as skillfully as any person in the ring.

"He's as good or better with his pig as any of us," Mark's friend Mike says. "If we showed him any special attention, he'd beat us every time."

The only problem the wheelchair creates, according to Mark, is "that after showing, I have to wash my hands because the wheel gets really nasty from rolling around in the ring."

Mark became interested in showing pigs through the influence of his brother Raymond, a Harmony Grove FFA member and livestock exhibitor for the past three years.

Mark has all the usual tasks of keeping pigs under control and looking good in the show-ring.

Mark's parents have encouraged him to show pigs or take part in any activity that interests him. "We're trying to let him go as far as he wants to go and as far as he can go," Mr. Mosby says.

Not only is Mark a promising young livestock exhibitor, but he is also an honor student with a grade average of 3.88 on a 4.0 scale. He is a member of the Junior Beta Club and a star scout with the Boy Scouts. During the summer he attended the FFA Summer Recreation Camp and Boy Scout Camp and went on a canoe trip on the Buffalo River.

(From ***In The Works****, newsletter of Arkansas Vocational and Technical Education Division.)* •••

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The Joke Page

Two John Smiths, one a businessman and the other a preacher, lived in the same building. The same day that the minister died, the businessman left on a trip to South America, where he cabled his wife to report his safe arrival.

Unfortunately, the cable was delivered to the preacher's wife who was puzzled to read: *"Sweetheart, I arrived safely. The heat is unbearable."*

Carolyn Stewart
Collinsville, Oklahoma

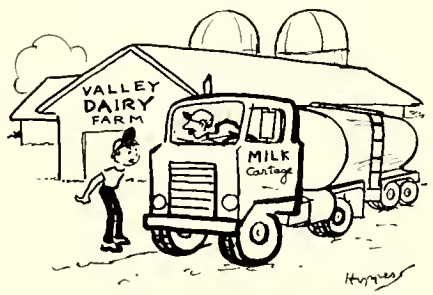
A man buying meat looked at his bill and exclaimed, *"No. No. You've got it wrong! I ordered a rolled roast, not a Rolls-Royce."*

M. E. Reasner
Indianapolis, Indiana

A group of chess players had congregated in the lobby of a big New York hotel. Each person tried to outdo the other in tales of his prowess in mastering opponents. After a while, the hotel manager shouted *"Everybody out!"*

When asked why, he said, *"I can't stand chess nuts boasting in an open foyer."*

Dean Walker
Rush City, Minnesota



"You would be on time! My brother just got home from a date!"

The only difference between the gambling casino and a farmer is that the casino is always assured of a 20 percent take!

Denise Drudik
Grand Island, Nebraska

After a parade down a city street to publicize the opening of a livestock exposition, a half-dozen prize cattle were led through the lobby of a large hotel. *"What in the world?"* exclaimed a man who was checking in. *"It's all right sir,"* the desk clerk assured him, *"they're registered."*

Brad Adolphson
Emerson, Iowa

Q: What do you call a round stick of jerky?
A: A cattle log.

Greg Hood
Dahlonega, Georgia

In Japan, three men were hired to work in a mine. The boss told the first man to dig coal, the second man to put the coal in a cart and the third to take care of the supplies.

Two weeks later, the boss found the first two men working as they were told. But he did not see the third, and asked the first two if they had seen him. They said the third man had left the same time as the boss, two weeks earlier.

Concerned, the boss ordered the two men to help him find the missing man. Just as they left the mine, the third man jumped out of the bushes and yelled, "Supplies! Supplies!"

Mikal Kent
Weston, Idaho

After moving to the suburbs, a football coach growled that the record for the most yards gained belonged to his crabgrass.

Bobbie Mae Cooley
Bowen, Illinois

The mother tomato took her five baby tomatoes for a walk. During the walk, the smallest baby tomato was always falling behind much to the aggravation of the group. Having reached her maximum tolerance with the slow baby tomato, the mother went back and stepped on the baby tomato and exclaimed, "Ketchup."

Scott Lathrop
LaGrande, Oregon

A woman was trying to get all the ketchup out of the bottle by hitting on the bottom. When the phone rang her little girl answered the phone, *"She can't come to the phone because she's hitting the bottle."*

Marguerite Reasner
Indianapolis, Indiana

Q: Why do Eskimos wash their clothes in Tide?
A: Because it's too cold outtide!

Chris Sibert
Fishers Hill, Virginia

Teacher: *"How did you get that horrible swelling on your nose?"*
Scott: *"I bent over to smell a brose."*
Teacher: *"There's no 'b' in rose."*
Scott: *"There was in this one."*

Kevin Rawson
Murraysville, West Virginia

Q: What does a worm do in a cornfield?
A: It goes in one ear and out the other.

Tracy Amsbaugh
Bottineau, North Dakota

A man was having trouble with nightmares so he went to his psychiatrist. *"The first night I had a nightmare, I dreamed I was a teepee. The second night I dreamed I was a wigwam."*

The psychiatrist smiled and said, *"I know what your problem is, you're just too tense."*

Duane Amundson
Ivanhoe, Minnesota

Charlie, the Greenhand

*"So that's what he's been doing since he left 'M*A*S*H.'"*

NOTICE: The National FUTURE FARMER *will pay $5.00 for each joke selected for this page. Jokes must be addressed to the National FUTURE FARMER, P.O. Box 15160, Alexandria, VA 22309, or by Stargram on the Ag Ed Network to FF100A. In case of duplication, payment will be for the first one received. Contributions cannot be acknowledged or returned.*

If you can't outsmart the squirrel in this ad, what chance have you got in the woods?

1 True or false—When nuts and acorns are scarce, squirrels aren't likely to nest in oak trees.

2 It's hard to spot a bushytail in a tree. But not when he's barking. Why?

So you think you know something about hunting squirrels, do you?

Well let's find out. Try answering the three questions on this page. If you don't get at least one right, we'd say you've got some homework to do.

You see, you're never going to be really good at squirrel hunting until you learn to think like one.

Of course, it helps to have the right gun, too. Which is probably why more people choose Marlin 22's than all other 22 rifles combined. And when you check out the Marlin Model 781, it isn't hard to see why.

To start with, the 781 is the definitive bolt action 22, with the kind of dependability, speed and smoothness you expect of any Marlin.

There's a 22-inch Micro-Groove® barrel that doesn't know the meaning of the word "miss." Plus a large capacity tubular magazine. An anti-glare receiver top that's grooved for a scope. And a beautifully checkered Monte Carlo stock turned from genuine American black walnut. The ultimate squirrel gun? A lot of people think so.

3 This is a good way to outsmart a squirrel. How does it work?

And if there's an ultimate 22 for young people, the Model 15Y "Little Buckaroo" may just be it. A pint-sized, single shot with 16½" Micro-Groove® barrel, thumb safety, red cocking indicator and easy-load feed throat.

Of course, you could always take your chances with some other 22. But then you'd really be going out on a limb.

See all the Marlin 22's, in over a dozen variations, from the semi-auto Model 60 to the Model 39 lever action, at your gun dealer. Also, ask for our new catalog with more hunting quizzes. Or write Marlin Firearms Co., 100 Kenna Drive, North Haven, CT 06473.

Answers: 1) True: squirrels will nest in hardwoods as long as food is plentiful. When it isn't, they often prefer nesting in conifers. 2) Squirrels have trouble keeping their tails from mouning when they bark. 3) When a squirrel hides on the opposite side of a tree, hang your jacket on a nearby branch. Then, noisily move to the opposite side of the tree. Once it circles around and sees the jacket, it should come back, giving you a clear shot. Send $2.00 for our full color poster with 15 hunting quizzes.

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